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A Special Supplement:

Peruvian Export Opportunities Beckon American Businessmen

Report of U.S. Trade Mission To Peru

—Pages S-1—S-12

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Foreign Commerce Weekly

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Reports included in the Commodity News department generally are prepared by the Business and Defense Services Administration industry divisions, based on dispatches from U.S. Foreign Service posts and departmental research.

The General Agreement On Tariffs and Trade

Article XXVIII bis: Tariff Negotiations (Continued).—

The article provides that negotiations may be carried out on a selective, product-by-product basis, or by the application of such multilateral procedures as may be accepted by the contracting parties concerned.

Article XXVIII bis further provides that tariff negotiations shall be conducted in a way that takes into account (1) the needs of individual countries and individual industries, (2) the special needs of less developed countries, and (3) all other relevant circumstances. Negotiations may be directed toward reduction of duties or binding of duties against increase above specified levels. In principle, the binding against increase of low duties or of duty-free treatment is recognized as a concession equivalent in value to the reduction of high duties.

Foreign Commerce Weekly presents the 16th and last in a series of an Article-by-Article analysis by Honoré Catudal, Trade Agreements Division, U.S. Department of State.

Article XXIX: Relation of GATT to the Havana Charter.—Since it became apparent that the Havana Charter for an International Trade Organization would not come into force, the text of the present article XXIX may be regarded as of historical interest only. It is to be deleted and replaced by the immediately preceding article (which is presently numbered "Article XXVIII bis") up the entry into force of the protocol amending part I and Articles XXIX and XXX of GATT.

Article XXX: Amendments.—Article XXX provides that amendments to part I of GATT or to articles XXIX or XXX become effective only when accepted or ratified by all of the contracting parties but that other amendments become effective, for the parties accepting them, upon acceptance by two-thirds of the contracting parties.

The article also provides that the Contracting Parties may decide that any party which has not accepted an amendment made effective under the two-thirds rule may be required to withdraw from the agreement.

Article XXXI: Withdrawal from GATT.—Article XXXI provides in substance that any contracting party shall be free to withdraw from the GATT (i.e. terminate its GATT obligations) upon giving 6 month's notice in writing. Also, as in the case of acceptance of the agreement, a contracting party may separately withdraw on behalf of its autonomous separate customs territories.

This general provision for withdrawal does not affect the provisions for withdrawal under special circumstances, as set forth in articles XVIII (paragraph 12), XXIII, and XXX (paragraph 2).

Finally, as a matter of practice, this provision for withdrawal upon 6 months' notice contemplates the definitive entry into force of GATT under article XXVI, but since this has not occurred, the GATT continues to be applied provisionally, subject to withdrawal on 60 day's notice.

Article XXXII: Contracting Parties.—Article XXXII is really a definition of the term "contracting party" as used in the GATT. It provides that any government which is applying the General Agreement, whether definitively under article XXVI, or provisionally under the Protocol of Provisional Application, or as an acceding country under article XXXIII, is to be considered a "contracting party" under the terms of the agreement.

There is also a provision whereby, after the GATT enters into force definitively under article XXVI, those contracting parties which have accepted the agreement definitively may decide that any contracting party which has not so accepted it shall cease to be a contracting party.

Article XXXIII: Accession.—Article XXXIII provides in broad, general language for the accession (i.e. adherence or participation) of new contracting parties to the GATT, on terms to be agreed upon in each case between the acceding government and the Contracting Parties. The acceding government may accede on its own behalf or on behalf of a separate autonomous customs territory. Decisions on the terms of accession are made by a two-thirds majority of the Contracting Parties.

NOTE: Since the original negotiations among 23 countries at Geneva in 1947, many other countries have acceded to the GATT under Article XXXIII. While this article does not spell out the details for accession, the normal procedure for full accession has involved tariff negotiations between the acceding country and certain contracting parties. At the end of the negotiations a protocol of accession is drawn up, pursuant to which the acceding country agrees to assume generally the obligations of the GATT and to make specified concessions in its own tariff in return for the benefits, including the tariff concessions, of the General Agreement. In addition to full accession

(See GATT, p. 58)

Jan

Latin American Growth Keyed to United Action By Government and Business

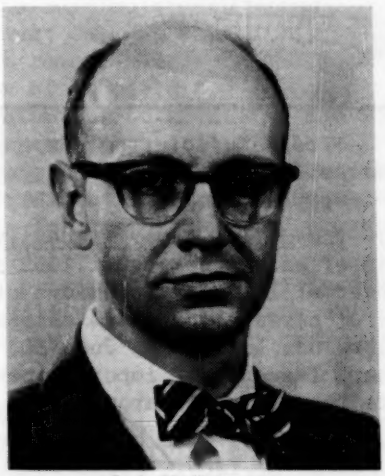
By Jack N. Behrman
Assistant Secretary of Commerce for International Affairs

WE believe you will be stimulated by the report of our recent Trade Mission to Peru, whose conclusions are presented in this issue as a supplement.

Peru, indeed all Latin America, is facing the need for several types of peaceful revolution.

To accelerate its economic growth it needs to enjoy an agricultural revolution which reforms land tenure and raises productivity; it needs to enjoy the commercial revolution which brings the benefits of trade and competition within the region, and it needs to enjoy the benefits of an industrial revolution which adapts the techniques of the advanced economies to modes of production suitable to its resources and economic environment.

But, in gaining these revolutions, it has a choice of procedures employing the democratic processes of social change or those relying on violent totalitarian processes.



Jack N. Behrman

Examples of both are at hand not only in the advanced but also in the developing countries of the rest of the world.

It is of serious consequence to the United States which route is chosen.

The dependency of the United States on Latin America is both economic and strategic.

It would be a serious threat to the security of the Western Hemisphere if a country of Latin America were to become an advance post for Sino-Soviet subversion.

But, given no further heating of the cold war, the much more important dependency is in the economic field through mutually beneficial trade and investment.

Latin America is an important market for U.S. exports, taking nearly one fifth of all our exports in 1960, about three and one half billion dollars.

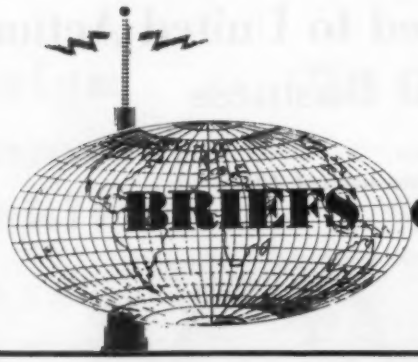
More than a third of all U.S. exports of machinery, transport equipment, iron and steel mill products, paper and products, dairy products, and medicinals were directed to Latin America. Even larger markets will be opened up with further growth.

The reverse dependency of the Latin American economies on the United States is equally striking and important. For example, the United States absorbs more than 36% of Peru's total exports.

This dependency of the Latin American economies on the United States for a market, their position as raw materials supplier for industry in the United States, coupled with the direct investments by U.S. companies in Latin America, make an easy target for ultra-nationalists who would free themselves of such economic ties.

There is some $8 billion worth of investment in manufacturing, mining, agricultural, and public utility enterprises by U.S. companies in Latin America. It is not to the interest of either group to write these investments off; rather it is to their mutual benefit to see them expand. To do so will require a willingness on the part of both parties to compromise from sometimes extreme positions and create conditions attractive to private initiative whether from domestic or international interests.

What we wish to encourage is an increase in the whole range of economic contacts between ourselves and our Latin American neighbors. Only through the harnessing of private activity to the goals of economic development can we both gain the progress we seek.



A Weekly Roundup of Timely News Items Received From More Than 280 Foreign Service Posts

BRIEFS ON WORLD COMMERCE

- AUSTRIA.—Tire manufacturing company Semperit Oesterreichisch-Amerikanische Gummiwerke A.G. has placed into operation a new tire cord factory at Traiskirchen, Lower Austria, with monthly production capacity of 250 metric tons.

- DENMARK.—The dollar export incentive scheme was abolished Dec. 31, 1961. Had been in effect since August 1952 and gradually liquidated since 1957. Exporters no longer will receive premiums covering goods shipped after that date. Furthermore, payment for goods shipped before the end of 1961 must be received by exporters not later than June 30, 1962, to make exports involved eligible for premium. Issuance of import licenses on basis of dollar premium certificates reportedly will cease around Oct. 15, 1962.

- ECUADOR.—Resulting from devaluation of the sucre July 14, Government has terminated system of import compensations, instituting 'profit,' (price control). Ministry of the Treasury is authorized to publish lists of imported goods for general consumption, giving product's name, country of origin, trademark, c.i.f. costs, duties, and total price ex-Customs of the goods. Ministry of Economy then is authorized to determine maximum allowable percentage of profit over ex-customs price and in effect will set a just price for the product's sale to the consumer.

  Ecuador has become a member of the International Development Association, making the country eligible for local currency loans from that organization.

- FINLAND.—Karjakunta, large cooperative organization including slaughterhouses, a meatpacking plant, and number of retail stores has made patent license agreement with Swift & Co. giving Karjakunta Finnish rights and first in Europe to Swift's patented injection process for tenderizing meat.

  Finnish Cable Works, Helsinki, has purchased a large electronic computer for about 3 billion German marks from Munich Siemens Works to be used in its own works and for lease of computer time to other companies.

  Oy Stromberg Ab, Finland's largest electrical machinery company, has received order for delivery and installation of 2 large transformers from Swedish chemical company Elektro Kemiska Ab for use in pulp and paper mills. Each transformer will be 40,000 kva., with tension 132,000/11,000 v.

  Tractor imports, first 9 months 1961, were valued at 8,040 million Finnish marks, totaling about 11,500 four-wheel tractors, about 300 tracklaying tractors, and nearly 1,000 garden tractors. The United States supplied 221 units; 142 were of tracklaying type.

- FRANCE.—Sud Aviation has announced agreement with British Aircraft Corp. to cooperate on production and further development of aircraft, paving way for joint British-French supersonic transport (SST).

  Plastichimie, joint subsidiary of Dow Chemical Co. and French firm Pechiney, has opened plastics plant at Ribecourt (Oise). Polystyrene is in production now, representing investment of $6 million. Facilities being constructed for manufacture of polyvinylidene chloride. Dow processes will be used. Total

investment in plant will be over $9 million. Pechiney holds 51% and Dow 49% of shares.

- GREECE.—Italian firm, Pirelli Tire Co., has received official approval to increase to $6 million its investment in an automotive tire plant now under construction. Annual productive capacity of the plant is expected to be about 600,000 tires.

  Other industrial developments are as follows: Greek manufacturer, Viamax, intends to construct another factory for the manufacture of bus and refrigerator truck bodies; another Greek firm, Titan Cement Co., is expanding its new factory in Thessaloniki by addition of a $3 million rotary kiln with annual capacity of 200,000 metric tons of cement; construction of 7 hotels and other tourist projects began in November; Industrial Development Corporation, the Government-controlled entity promoting economic development, has joined with a French firm to survey possibilities for industrial expansion in certain cities; and the Government lending institution, Economic Development Financing Organization, has granted a $200,000 loan to Athens Gas Works for improvement and expansion of its distribution network.

  Japanese interests are investigating the possibility of participating with Greek shipowners in construction of a $27 million shipyard at Navarino, consisting principally of supplying credit for purchase of machinery and equipment for building ships.

- IRAN.—A ban has been placed on imports of gold.

- IRAQ.—Government implements 1960 law regulating commercial agencies in the country. Some 633 agencies, primarily British-owned, are affected. See article in Foreign Government Actions department of this issue.

- ITALY.—Butter imports of 7,120 tons now will be licensed for first quarter 1962, doubling previous butter import quota (FCW, Nov. 27, 1961, p. 3). U.S. exporters will be eligible to compete with other exporting countries for 3,000 metric tons.

  Legal requirement of dubbing deposit of 5.5 million lire (US$8,000) on each feature film imported into Italy and dubbed into Italian language is being extended for 6 months beyond its Dec. 31, 1961, termination date.

  British Rootes group and Touring Superleggera of Novi Milanese have concluded agreement for assembly in Italy of the Sunbeam Alpine.

- JAPAN.—Fuji Electric & Chemical Co. will export a dry battery plant to Indonesia as part of Japanese reparations to that country.

  The Asahi Chemical Industry Co. has concluded a 10-year technical assistance contract with Soviet Techmachexport Corp. for production of 'silicatit,' a material resembling light concrete. This reportedly is first technical agreement signed with a Soviet corporation.

- MALAYA, FEDERATION OF.—Malayan investors and Japanese Yawata Iron & Steel Co., Ltd., have signed agreement for a US$20 million steel mill, Malayawata Steel Projects with Malayan capital accounting for 51% of share ratio, and Yawata Co. and three other Japanese companies accounting for remainder. Company has applied for pioneer status (exemption from income tax for up to 5 years).

- NETHERLANDS.—Gulf Oil Corp. has announced plans to build a refinery in Europort area near Rotterdam, with completion scheduled 1963. Annual capacity will be about 1.5 million tons.

  A new plant for assembly of trailers, now under construction, is expected to be completed by April 1962.

  Continuing previous trends, which had been interrupted in October, imports in

November showed rise of 16% to 1,718 million. Increased imports of consumer goods believed to have caused much of the marked rise.

A new British-type nearly all automatic plant for defatting fresh bones by means of cold water and mechanical energy will be built shortly in Dodewaard. Operation expected to start in 1963. Foreign participation is reported.

- NORWAY.—Bergens Privatbank, traditional negotiator of U.S. loans to Norway, has announced plans to establish subsidiary company in United States to be known as Norse-American Financial Corp., acting as intermediary between lending institutions—insurance companies—and Norwegian municipalities, counties, power authorities, etc., in arranging long-term loans up to amount of $10 million each. Plans require approval of U.S. Securities and Exchange Commission.

  Askim Gummivarefabrikk, sole local producer of tires, has concluded agreement with Firestone International Co. of Akron to manufacture Firestone tires. Technical and research assistance will be received from Firestone.

  The Norwegian Storting has voted to increase import tax on automobiles by 600 kroner (1 krone=US$0.14). The sales tax also will be raised.

  The next free import season for apples is to be from Feb. 1 to June 30, 1962.

- PERU.—Imports first 9 months of 1961 ($344.7 million) were up 24% over same period 1960. Favorable trade balance for the period was $7.8 million.

  New industries being established include Metalum, S.A., to manufacture electric washing machines, Saco Peruanos, S.A., to produce jute bags, Fibras Industriales, S.A. for rope and cord, and Momoi Peruana, S.A., for fishing nets and rope.

- PHILIPPINES.—Perhaps for first time locally made industrial machinery has been exported. Mackay Machinery Shop has sold 3 sawmill machines to General Sawmills., Ltd., Kuala Lampur, Malaya. The Philippine company has sent 3 technicians to Malaya to supervise installation and training operations.

- PORTUGAL.—Imports of assembled passenger cars after January 1963 will be limited to 75 units a year per manufacturer, and all other imports must arrive knocked down for local assembly using not less than 15% domestic components.

- SINGAPORE.—Finance Minister, in presenting 1962 budget for approval to Legislative Assembly, has indicated that import duties may be introduced or varied to protect local industries. As a free port, Singapore has no import duties except for hard soap. Petroleum, tobacco, liquor, and automobiles are taxed for revenue purposes.

- SOUTH AFRICA, REPUBLIC OF.—More than 7 million tons of cargo passed through the port of Durban in the first nine months 1961, confirming harbor's position as busiest on African continent.

- SUDAN.—The Government has refused to renew its license given to West German-owned firm, Von Cram Co. with explanation that foreign commercial representation is to be Sudanized. Similar action expected for other non-Sudanese firms which hold foreign agencies. Action is not result of any new policy, but is based on Concessions Act of 1956.

  A new Czech permanent display has been opened in business center of Khartoum to exhibit automobiles, tractors, textiles, toys, shoes, jewelry, canned foods, appliances, building materials, and machinery. No price tags are used, but names of local agents for products are given on display cards.

  The United Arab Republic Embassy reportedly has requested permission of Sudan Government to open trade promotion office at Khartoum which would be operated by the U.A.R. Foreign Trade Agency.

  Five Sudanese broadcasting engineers have left for 1-year training course in West Germany in TV engineering. A West German firm now is engaged in technical survey of TV for the Sudan.

- SWEDEN.—The Riksdag has passed a bill increasing government export credit guarantee authority from 1,000 million to 2,000 million kronor through end fiscal year 1963 (1 krona=US$0.193). Demand for export credit guarantees increased sharply over past 5 years and should continue, particularly as Swedish manufacturers make further sales progress in Africa and other developing areas.

  A new Swedish-Rumanian trade agreement, effective January 1, 1962, has been concluded, envisaging increased Swedish imports of petroleum and chemical products, iron and steel, and miscellaneous food products.

  The Swedish Cooperative Union's shoe factory will supply shoes to Russia valued at 650,000 kronor within framework of Swedish-U.S.S.R. trade agreement.

  Authorization to liquidate the government-owned shale oil plant in Kvarntorp, Sweden, which has supplied about 20% of Sweden's oil requirements, has been approved by the Riksdag. Private firms plan to increase production of saltpeter and other fertilizers at the Kvarntorp site.

  The Swedish firm Boliden AB has announced plans to invest 36 million kronor on a slag-fuming plant for extraction of zinc and lead from copper smelting material.

- SWITZERLAND.—Recent assignment of 5 Swiss technicians to countries in Africa and Asia brings total for 1961 to 58 who have been put at disposal of U.N. and specialized agencies. Under bilateral aid programs, Switzerland has sent 11 technicians.

- SYRIA.—Importation now permitted from all countries of tires, tubes, glycerin, sesame seeds, glucose, Portland and colored cement, typewriter ribbons, and asbestos pipes. Import of these items previously was restricted to Egyptian sources.

- TURKEY.—Krupp interests reportedly interested in entering fruit packing industry in Bursa and Istanbul regions.

- URUGUAY.—Tax rate on personal income has been lowered substantially and exemptions increased. Tax on Uruguayan income paid to persons or corporation residing abroad was reduced from 35% to 20%.

  A series of sessions will be held by LAFTA on January 29, 1962, for negotiation of Columbia's concession lists. No date has been set for negotiations with Ecuador, whose membership became effective December 2. Mexico City will be site of next year's Conference, to begin September 2.

  To provide revenues to assist in financing Government's public works program, taxes have been increased on petroleum products, real estate, and trucks.

  The first population census since 1908 is to be held on May 30, 1962. Lack of basic statistics has severely hampered development of sound economic planning.

  State Fuel Monopoly ANCAP has inaugurated a new refinery, increasing Uruguay's daily crude oil processing capacity from 4,500 to 7,000 cubic meters. New plant includes catalytic cracking units capable of refining heavier types of oil than heretofore and allow production of high octane gasoline which has had to be imported. Plant construction was under supervision of M. W. Kellogg Co., New York.

  A conference of Ministers of Livestock from Uruguay, Argentina, Brazil, and Paraguay have met to develop plans for joint action against animal disease. There are indications that Chile, and possibly other South American countries, may be invited to join the common effort.

- YUGOSLAVIA.—The tourist rate of exchange, effective January 1, 1962, will be 750 dinars=US$1, or same as rate for trade transactions. Former tourist rate was 600 dinars=US$1.

Agencies in 15 Nations Issue Tenders For Paper Bags, Coal, Other Items

SEVERAL foreign governments, through their authorized procurement agencies, invite U.S. suppliers to bid on a wide variety of goods. Bidding instructions, specifications, and other pertinent data are available on items indicated by a star (★).

Material may be borrowed from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-2381. When requesting information, state date of magazine in which bid invitation was announced, as well as item, tender number, purchasing agency, and country.

Argentina

Supply and erection of **electromechanic components** of the transformer station, Rosario Sud (Province of Santa Fé); June 14. Total estimated budget for this project is 133,700,000 pesos (about $1,611,000). Specifications available from Agua y Energía, Eléctrica, Subgerencia de Talleres y Suministros, Lavalle 1527, Buenos Aires, for 1500 pesos ($18.10).

Ceylon

Galvanized steel barbed wire and staples; Feb. 27. Tender Board, Ministry of Finance, P.O. Box 500, Colombo.★

Pharmaceuticals (mepuramine maleate, prednisolone, vitamins A & D); March 6. Tender Board, Ministry of Health, P.O. Box 500, Colombo.★

El Salvador

Hospital equipment; tender 137(61), Jan. 23; tenders 138(61) and 139(61), Jan. 24; and 140(61) and 141(61), Jan. 25. Steam boiler; tender 143(61); Jan. 26. Total of 10,000 6-ply **paper bags**, capacity 50 lbs. of corn; tender 145(61), Jan. 22. Proveeduría General de la República, San Salvador.★

Ethiopia

Cigarette-making and cigarette-packing machinery; March 21. Imperial Ethiopian Tobacco Monopoly, P.O. Box 522, Addis Ababa.★

Greece

Steam coal, 18,000 mt.; Jan. 11. **Foundry metals**, 71,600 kg.; Jan. 18. **Lead** in ingots, 25,000 kg., and **zinc** in plates, 40,000 kg.; Jan. 27. **Steel angles**, various types; Jan. 27. State Purchases Directorate B', Athens.★

Bid deadline for supply of **cast iron pipes** with single gasket joints extended from Jan. 4 to Jan. 19. (See FCW, Dec. 4, 1961, p. 8.)

Tin in ingots, 22,000 kg.; Jan. 23. Greek State Railways (SEK), 34 Themistocleous St., Athens.★

Trucks and motorcycles; Jan. 24. Greek Telecommunications Organization, 4 Sophecleous St., Athens.★

India

Truck-mounted, 7-8 ton **hydraulic mobile crane**; tender SE-258/B; Jan. 17. Director (stores purchase) Dandakaranya Project; Orissa. Specifications and tender forms available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

Bid deadline for four **hydroelectric generators** for the Koyna Electric Project, Bombay, extended from Dec. 18, 1961, to Feb. 19. (See FCW, Oct. 9, 1961, p. 11.)★

Indicating, controlling, and recording instruments for measuring pressure and flow, and accessories; tender SE-450/M; Jan. 22. Hindustan Antibiotics, Ltd., Pimpri (near Poona), Maharastra State. Specifications and tender forms available from India Supply Mission.

Iran

Tankboats; Feb. 11. **Motorboats**; Jan. 28. Specifications for each available from Ports & Navigation Organization Offices, 333 Naderi Ave., Tehran, for 1,000 riyals ($14).

Iraq

One 10-kilowatt, 110-volt **generator set**; tender DME/13; Feb. 14. **Electric air compressors**, 10, 4-hp., operating on 380-volt, 3-phase current, producing pressure

(See Agencies, page 40)

DEPARTMENTS

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FOREIGN CONTRACT AWARDS

Several contracts involving construction work and supply of equipment, materials, and services have been awarded by foreign governments. Other firms may be called upon to furnish additional assistance or services.

Supplementary information is available on items marked with a star (★) from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Brazil: Construction of pipeline linking Sao Sebastiao and Santos has long been under study. Recently, construction of oil tanker dock at Sao Sebastiao (S.P.), pipeline to link Sao Sebastiao with Santos, and extension of Santos-Sao Sebastiao pipeline to Campinas were discussed at meeting between an officer of Petroleo Brasileiro—Petrobas and Governor of State of Sao Paulo. Work on projects scheduled to be started early in 1962 and completed in December 1963.

Egypt: West German firm of Prakhla has concluded E£200,000 (approximately $574,000) contract to undertake marine seismic and other offshore exploration work for General Petroleum Co. (GPC). Under the contract, Prakhla to begin surveys of offshore GPC leases in Gulf of Suez in early January.

Malaya: Malayawata Steel mill now slated for Prai, Malaya. Agreement for establishment of proposed Malayawata Steel Co. was signed recently on behalf of local investors and for Yawata Iron & Steel Co. Malayawata probably to be located at Prai, Province Wellesley, Malaya.

Philippines: Agreement has been concluded between Philippine and German Governments for establishment of pilot plant at San Carlos University in Cebu for research in extraction of coconut oil and its chemical conversion into fatty alcohol sulphates. Under terms of the agreement, Germany will provide equipment for the plant, as well as training in Germany for two experts from the Philippines. Philippine Government will provide the land and building, installation and operating costs, and maintenance.

U.S. exports of oilseed cakes and meals, mostly soybean meal, amounted to 62,100 short tons in October, the Foreign Agricultural Service reports.

Canada, Japan, and Western Europe remained the most significant importers of oilseed meals.

New South Wales Invites Underground Cable Bids

The Electricity Commission of New South Wales is inviting tenders for the manufacture, testing, delivery, and laying of multi-core low-voltage underground cables, together with all accessories and necessary tools and appliances. The contract also calls for the initial maintenance of the cable and appliances.

The cable is to be laid in Sydney, between Homebush substation and the System Control Centre, adjacent to Carlingford substation, via Camellia substation—a total route distance of approximately 9 miles.

It will provide control and communications circuits at low voltage between the System Control Centre and the two substations.

Tenders for this contract, addressed to the Manager and Secretary, Electricity Commission of New South Wales, Box 5257, G.P.O., Sydney, N.S.W., Australia, should arrive by 3 p.m., February 12. Envelopes should be endorsed: Tender for Homebush-Camellia-Carlingford Pilot Cables—Specification 1193.

Copies of the specifications and plans applicable to this contract are available on loan from the Business Services Division, Bureau of International Business Operations, Department of Commerce, Washington 25, D. C.

Further copies can be obtained from the Commission for A£10 ($22.50). This is refundable by the Commission on receipt of a bona fide tender.

Hydraulic, Electric Equipment Bidders Sought in Morocco

Firms interested in supplying hydraulic and electrical equipment for two pumping stations should ask for admission to bid and provide references of similar work accomplished before January 25 to the Director General of the Moroccan Phosphate Office, 305 Avenue Mohammed V, Rabat.

The two pumping stations will comprise three identical pumps each, having a capacity of 230 liters a second (1 liter=1.0567 quarts) and a pump lift of 230 meters (1 meter=39.37 inches).

The two transformer stations will each have 2,000 kv.-a. capacity fed by 60,000 volts to deliver either 5,500 volts or 500 volts to operate pump motors. Civil engineering and electrical work do not form part of this contract.

U.S. imports of red meats, sausage casings, wool, cattle hides, kip skins, sheep skins, and cattle were higher in January-October than in the like period of 1960, the Foreign Agricultural Service reports.

Planned CONSTRUCTION PROJECTS

Supplementary information on items followed by a star (★) is available to U.S. firms domiciled in the United States from Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-5561 in Washington.

ARGENTINA—Aluminum, Ltd., to invest $11 million to enlarge and modernize its existing **aluminum foil and sheet fabricating plant** at El Palomar on the outskirts of Buenos Aires, and to build **sheet rolling facilities** at site 50 miles from the Argentine capital. Program will be undertaken by Aluminum's fully owned subsidiary, Aluminio Argentina, S.A.C.I.

AUSTRALIA—Work will be undertaken shortly to improve **port facilities** at Outer Harbor, near Adelaide, to enable larger overseas liners to berth without difficulty. This information was announced recently by South Australian Minister of Marine. Widened swinging basin as well as deeper berths are contemplated to accommodate heavier and deeper-draft vessels. Work will cost an estimated A£98,000 (A£1=$2.24) and will be completed in August.

DENMARK—Construction of six-lane **suspension bridge** across Little Belt (connecting island of Funen with Jutland Peninsula) was proposed recently by Public Works Minister to Danish Parliament. Designed to relieve motor traffic congestion on main highway across Denmark, proposed bridge will be completed by 1968 at cost of 130 million kroner (1 kroner=about $0.14), according to current estimates. Traffic over existing Little Belt bridge now estimated at 3 million vehicles annually.

EGYPT—The Port Said Governorate has initiated action on **project to reclaim 500 acres of land** south of the city. Project will cost estimated E£15,000 (E£1=$2.87). Later, reportedly with U.S. assistance, efforts will be made to reclaim 30,000 acres in same general area. Expansion will involve creation of new "sweet water" **canal.** Canal will be branch of existing Ismailia Canal. **Public utilities** will be constructed in the area for new tenants.

FRANCE—Extension of Port of La Rochelle planned under France's fourth Economic and Social Development Plan. Financial appropriation of 47 million francs ($9.4 million) called for recently in National Assembly. Proposed harbor improvement may provide opportunity for U.S. firms to participate indirectly; all construction contracts will be awarded by French Ministry of Transportation & Public Works, 244-46 boulevard St. Germain, Paris 7.★

GERMANY—Social Housing Construction Program for 1962 provides for total of 21,000 **dwelling units** (1961 total was 22,000), including 4,000 dwelling units for former border crossings. These would be located in West Berlin.

MOZAMBIQUE—Local press of Lourenço Marques reported recently that group of Japanese industrialists were holding preliminary talks with Rhodesian mining interests and Mozambique Government officials in Lourenço Marques concerning possibility of constructing two **iron ore blast furnaces** in Southern Rhodesia in exchange for substantial quantities of Rhodesian iron ore and iron ingots. Firms considering this maneuver are Kawasaki Steel Co. of Japan and Rhodesian Iron & Steel Co., Ltd., of Salisbury.★

SOMALI—Government of United Arab Republic (Egypt) delegating team of engineers to make 3-week survey on possible construction by UAR in Somali Republic of **textile plant, sugar refinery, slaughterhouse, meat storage plant, powerplant, sewer system and air-conditioning facilities** in certain offices of Somali Government.

Short Bid Deadlines

Notice of opportunities to bid are published as soon as possible after they are received; the deadlines, however, frequently are short. U.S. firms desiring to compete on short deadline bids may wish to cable the contracting office and request an extension.

Some importers abroad will accept cable bids, if cable states price and that a formal bid has been air mailed. Sending tenders by air rather than regular mail may ensure being on time.

Information on bids, even though the bidding periods are short, has proved useful to many U.S. firms interested in subcontracts or in planning future sales development.

Bid Invitations on DEVELOPMENT LOAN FINANCED PURCHASES

Lending functions of Development Loan Fund transferred to AGENCY FOR INTERNATIONAL DEVELOPMENT (AID) U.S. Department of State

Foreign borrowers under U.S. Development Loans invite tenders, either directly or through their authorized agents, covering loan financed purchases.

Supplementary information, as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2277 in Washington.

India

Malt extraction plant with single effect continuous plate evaporator; evaporation rate 1,700 to 1,800 lb. of water an hour and suitable dry vacuum pumps. Power supply available for operation on 440 volts, 3 phase, 50 cycles. Delivered at Bangalore City. NSIC/HP/2M-1838/61.

Machines required for production of stone water pipes. Delivered at Suri Eastern Railway. NSIC/HP/2C-938/61.

Automatic **double header** for making bolts and/or rivets, ¼ in., 5/16 in., and ⅜ in. in diameter and up to 3 in. in length, arranged for individual motor drive, complete with standard accessories; automatic **trimming machine** for bolts of up to 4 in. in length; automatic **trimming machine** for bolts of up to 4 in. in length; automatic **thread rolling machine.** NSIC/HP/2B-577/59.

All above equipment for Loan 144; worldwide. Jan. 20. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.★

Pakistan

Additional **machinery** and **equipment** to produce rigid aluminum tubes and **zinc cups** for packing pills and tablets and the latter for making dry battery cells. Diameter of zinc cups, 13.4 mm., 19.6-23.6 mm., 31.5 mm.; length, 47 mm., 35 mm., 47 mm., 100 mm. Aluminum rigid tubes diameter, 13.4 mm., 18.2 mm., 32.7 mm., 45 mm.; length, 120 mm., 107 mm., 72.5 mm., 62 mm.

Loan 194; ICA Code 899; worldwide. Credit amount, $54,000. Jan. 17. Aluminum Plastic Industries, Ltd., Z-2, S.I.T.E., Manghopir Rd., Karachi. Cable Address: ALUT UBES, Karachi.★

Taiwan

Steam generator with operating spare parts, oil-fired, steam-atomized, rated capacity 160 hp.; **crawler tractors,** 2 sets; **disk plow,** 30 x 5 in.; **disk harrow,** 24 x 20 in., 2 sets each. Loan 113; **U.S. source.** Credit amount, $50,000. Jan. 21. Taiwan Pineapple Corp., c/o China Development Corp., 181-5 Chung Shan Rd., N., Taipei. Cable Address: CHIDELCO.★

Yugoslavia

Inert gas generator. Requisition 2764-194-C; loan 135; **U.S. source.** Ref. DLF 19. Jan. 12. Invest-Import Terazija 5, Belgrade. Detailed specifications may be obtained from Foster-Wheeler Corp., 666 Fifth Ave., New York 19, N.Y., attention R. F. Lunger.

World Trade Directory Reports for Sale

Information on private foreign firms or individuals mentioned in the World Trade Leads and Investment Opportunities departments of Foreign Commerce Weekly is available to U.S. businessmen through World Trade Directory (WTD) reports.

WTD reports include such information as type of organization, sales territory, lines of goods handled, operation methods, size of business, capital, sales volume, trade and financial reputation.

These reports are available to qualified U.S. firms—or will be prepared on request—through the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., for $1 each. The reports also may be obtained through the Department's Field Offices.

Each request should specify the name and address of the firm or individual on which a WTD report is sought. If information on a particular firm is not on file in Washington, it will be requested from U.S. representatives abroad. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

NATO Projects in Malta Opened to U.S. Bidders

A new project in Malta, estimated to cost $280,000, has been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The project calls for the design and construction of steel masts and towers, together with their foundations, for a radio station in Malta. The work includes 3 400-ft. stayed steel masts, 20 self-supporting steel towers, ranging from 120 to 200 ft. in height. Bid deadline is May 31.

Firms interested in bidding should file their intention by January 25, with the Director General, Navy Works, Admiralty, Chamberlain Way, Pinner, Middlesex, United Kingdom, quoting reference NWD/INFRA/33/1/2/3.

Applications should include record of experience in works of a similar nature, and financial status of firm.

U.S. firms not already certified to participate in NATO work should submit a resume of their qualifications to the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., as described in the brochure on the NATO international competitive bidding program, available from that Division.

Agencies . . .

(Continued from page 38)

of 215 lb. to the square inch; tender DME/10; Feb. 7. Mobile **electric welding sets,** 10, 380-volt, 3-phase, 50-cycle a.c., capacity 15-400 amperes; tender DME/11; Feb. 2. **Pontoon bridges** (uniflotes), 6, with ramps and accessories; tender DME/6; Jan. 31. Ministry of Defense, Baghdad.★

Medical equipment (instrument cabinets, sterilizers, surgical, dental, ENT, and eye instruments); Jan. 31, Ministry of Defense, Baghdad.★

Diesel buses, 8, 35-passenger capacity; tender 2/62; Feb. 7. **Diesel buses,** 4, 35-passenger capacity; tender 4/62; Feb. 7. Iraqi Ports Administration, Margil, Basra.★

Pakistan

Heavy-duty **wheel-turning lathe;** tender P-6/635/4-61; Jan. 13. Pakistan Western Railway, Lahore.★

Solder, 8,500 lb.; Jan. 18. Motor, 20 hp., a.c. 3-phase; Jan. 15. Director (Stores), Electricity, WAPDA, Gardi Trust Bldg., Old Anarkali, Lahore.★

Filtration and chlorination plant; tender P-6/643/7-61; Jan. 20. Pakistan Western Railway, Lahore.★

Total of 10,000 **porcelain bobbin insulators;** tender 486/DS/55/Z-IX/61-62; Jan. 22. West Pakistan Water & Power Development Authority, Lahore.★

Total of 1.5 million **mild steel dog spikes**, 5⅝ x ⅝ in.; Jan. 16. Chief Controller of Purchase, Pakistan Western Railway, Headquarters Office, Empress Rd., Lahore.★

South Africa, Republic of

Bid deadline for supply, delivery, and installation of **slaughtering equipment** and **by-products plant** for municipal abattoir at Maitland, Cape Town, extended from Dec. 18, 1961, to Feb. 19. (See FCW, Aug. 14, 1961, p. 21.)★

Sudan

Asbestos cement pipes; tender 60; Feb. 1. Lead-sheathed, **insulated cable**; tender 61; Feb. 5. **Transmission measuring sets, transistor sets, carrier telephone systems**; tender 62; Jan. 17. Pole-mounted **filters**; tender 63; Jan. 22. Voice frequency **telegraph terminals**; tender 64; Jan. 24. Open-wire **carrier systems**, 12-, 6-, and 3-channel; tender 65; Jan. 29. Controller of Stores & Workshops, Department of Posts & Telegraphs, Light Industrial Area, Khartoum South.★

Syria

Machinery to pack cigarette packages in cartons; Feb. 10. Tobacco and Tombac Monopoly, Rue Salhie, P.O. Box 616, Damascus.★

United Arab Republic (Egypt)

Bid deadline for supply and erection of **power station** in Cairo extended from March 7 to March 14. (See FCW, Dec. 18, 1961, p. 10.)

Uruguay

Pharmaceutical specialties; tender 105; Jan. 30. **Antibiotics**; tender 112; Feb. 6. **Panel plate-switches** and **circuit-breakers**; tender 113; Jan. 30. Bids must be entered through Uruguay agent. Ministry of Public Health, Montevideo.★

Viet-Nam

Institutional **pressure cookers**; tender 0436-06121; Jan. 19. **Electric marine lanterns**; tender 0437-06121; Jan. 19. **Velin paper** in rolls; tender 0439-06121; Jan. 19. Central Purchasing Agency, Saigon.★

ECONOMIC REPORTS

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NEW World Trade OPPORTUNITIES

● The firms and individuals named in the following lists have expressed interest in establishing new business connections in the United States.

While every effort is made to include only firms or individuals of good repute, the U.S. Department of Commerce cannot assume responsibility for any transactions undertaken with these firms.

When available, supplementary information as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

Requests for loan material should include the commodity as well as the foreign firm's name and address. Trade opportunities are indexed under the Standard Industrial Classification (SIC). The SIC Manual, published by the Bureau of the Budget, may be obtained at $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

World Trade Directory (WTD) reports, if available on firms mentioned, are indicated by date of issuance. A description of WTD reports and how to obtain them is given in this department.

LEADS FOR EXPORTERS

Commodities are wanted for direct purchase unless otherwise specified.

010 Commercial Farm Products

Taiwan

Agricultural products, such as cotton, wheat, corn, vegetable seeds. Elephant Trading Co., Ltd. (importer), 1756 Chung Cheng Rd., Taipei. WTD 11/26/57.

200 Food

Indonesia

Flour, canned foods, processed milk, and **milk products.** P. D. N. Sedjati Bhakti (state trading company), 35 Djalan Roa Malaka Selatan, Djakarta. WTD 9/6-61.

Northern Ireland

Dried fruit, rice, canned goods such as fruit, vegetables, and grapefruit. Direct purchase and agency. W. G. Buchanan & Son (agent, produce broker, importer), 8 Corporation St., Belfast. WTD 11/22/61.

Saudi Arabia

Canned and packaged foodstuffs: All kinds of vegetables, fruits, juices, grains, meat, seafood, sauces, cheese, and confectioneries. Consulting & Developing Engineers Co. (importing distributor, commission merchant), P.O. Box 266, Al-Khobar. WTD August 1961.

205 Bakery Products

France

Crackers and **cookies.** Direct purchase and agency. Chocolat Benit (manufacturer, wholesaler, exporter), 85-86 Quai de Bacalan, Bordeaux, Gironde. WTD 11/22/61.

209 Miscellaneous Foods

France

Popcorn, chewing gum, specialties. Direct purchase and agency. Chocolat Benit (manufacturer, wholesaler, exporter), 85-86 Quai de Bacalan, Bordeaux, Gironde. WTD 11/22/61.

220 Textile Mill Products

Germany

Medium-priced **woolen, cotton, and synthetic fabrics.** Direct purchase and agency. Herbert Herrnstaedter (manufacturer), 31 Albrechtstr., Bielefeld. WTD 12/1/61.

Germany

Synthetic and woolen cloth for men's and boys' suits and trousers and for women's slacks. Werner Krauss (manufacturer), 122 Aachenerstr., Moenchengladbach. WTD 12/4/61.

Indonesia

Textiles. P. D. N. Sedjati Bhakti (state trading company), 35 Djalan Roa Malaka Selatan, Djakarta. WTD 9/6/61.

Southern Rhodesia

Piece goods for clothing trade. Union Bazaar (importing distributor), P. O. Box 333, Marandellas. WTD 12/7/61.

228 Yarn, Thread

Germany

Yarn, preferably made of new fibers, **stretch yarns**, and **novelty yarn** for weaving and knitting. Direct purchase and agency. Fritz Kamphausen (manufacturer's agent), 49 Hugo-Preuss-Str., Rheydt/Rhld. WTD 6/2/61.

Indonesia

Cotton yarn and thread. P. D. N. Sedjati Bhakti (state trading company), 35 Djalan Roa Malaka Selatan, Djakarta. WTD 9/6/61.

230 Apparel

Germany

Cowboy apparel, such as blue jeans, jackets, shirts, raincoats, and aquatic oil clothing. R. Habernickel & Co. (retailer, wholesaler), 23 Karlplatz, Duesseldorf. WTD 12/7/61.

239 Miscellaneous Fabricated Textile Products

South Africa

Millinery accessories for manufacture of ladies' hats. F. Notter & Co. (Pty.), Ltd. (importing distributor, manufacturer's agent), P. O. Box 1878, Cape Town. WTD 11/28/61.

242 Sawmill, Planing Mill Products

Germany

Pitch pine, red pine, and **oak parquets.** Heinrich Lieser (parquet flooring layer, 85 Marienstr., Wuppertal-Elberfeld. WTD 12/5/61.

244 Wooden Containers

Brazil

White oak storage barrels for aging wines and spirits, ten 400-1,500 gallon capacity, assembled or not new. Vinicultura e Engarrafadora Ouro Fino Ltda. (manufacturer, bottler), Rua Conselheiro Crispiniano 404, Sao Paulo. WTD 12/7/61.

262 Paper Mill Products

Germany

Paper for teabags, non-coated and coated, for hot sealing. Ed. Messmer (Messmer-Tee), (importer, packer, wholesaler), 175-179 Hanauer Landstrasse, Frankfurt/Main. WTD 2/19/61.

Qatar

Wrapping paper and other paper items in common household use. Hassan & Abdul Rahim, Sons of Mahmood Alkhouri (importing distributor), P.O. Box 427, Doha. WTD August 1961.

264 Converted Paper, Paperboard Products

Indonesia

Stationery supplies. P. D. N. Sedjati Bhakti (state trading company), 35 Djalan Roa Malaka Selatan, Djakarta. WTD 9/6/61.

265 Paperboard Containers, Boxes

Qatar

Wastepaper baskets and other items in common household use. Hassan & Abdul Rahim, Sons of Mahmood Alkhouri (importing distributor), P.O. 427, Doha. WTD August 1961.

266 Building Paper, Building Board Mill Products

Germany

Technical **insulating materials,** particularly new types for heat, cold, and sound protection. Rheinhold & Mahla GmbH (manufacturer, wholesaler, importer, exporter), 32 Augusta-Anlage, Mannheim. WTD 12/6/61.

280 Chemicals

Netherlands

Coal-tar chemicals, insecticides, herbicides, fungicides. Direct purchase and agency. Handelmaatschappij Vos & Co., N.V. (importer, exporter, wholesaler, agent), 26 Van Speykstraat, The Hague. WTD 11/1/60.

281 Industrial Chemicals

Indonesia

Dyestuffs and **industrial chemicals.** P. D. N. Sedjati Bhakti (state trading company), 35 Djalan Roa Malaka Selatan, Djakarta. WTD 9/6/61.

282 Plastics, Synthetic Resins and Rubber, Other Manmade Fibers

Germany

Moulding compounds consisting of 40% resin and 60% sawdust for use in production of plastic mouldings. Metzenauer & Jung GmbH (manufacturer), 88 Charlottenstr., Wuppertal-Elberfeld. WTD 12/6/61.

Polyvinyl chloride, softeners, and **plastic caoutchouc** for use in production of plastic and rubber insulated cables for the electric industry (high and low current). Waskoenig & Walter (manufacturer), 173 Schwelmer Str., Wuppertal-Langerfeld. WTD 10/13/61.

Netherlands

Plasticizers, polyethylene, polypropylene, polystyrene, solvents. Direct purchase and agency. Handelmaatschappij Vos & Co., N.V. (importer, exporter, wholesaler, agent), 26 Van Speykstraat, The Hague. WTD 11/1/60.

283 Drugs

Germany

Active agents for animal feed, such as antibiotics, coccidiostatica, vitamins, etc. Helmut Backer GmbH & Co. KG (manufacturer, importing distributor), 17 Speditionsstr., Duesseldorf-Hafen. WTD 11/8/61.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

France

Deodorizers in aerosol bombs; **toothpastes.** Direct purchase and agency. Sameca, S.A.R.L. (distributor, sales agent, manufacturer), 22 boulevard Poissonniere, Paris 9. WTD 12/14/61.

Germany

Cosmetics, hair tonics, lotions, and related items. Direct purchase and agency. Helsten-Chemie Hermann Fuerhoff (importing distributor, manufacturer's agent), Norderstr. 11, Elmshorn, Holstein. WTD 12/6/61.

Qatar

Cleaning equipment such as saddle soap, polish, and other items in common household use. Hassan & Abdul Rahim, Sons of Mahmood Alkhouri (importing distributor), P.O. Box 427, Doha. WTD August 1961.

285 Paints, Varnishes, Lacquers, Enamels

Thailand

Paints and **paint products** (synthetic enamel and plastic emulsion paints). Thow Seng Registered Ordinary Partnership (importing distributor), 173-5 Wat Sam Chin Rd., Bangkok. WTD 11/30/61.

287 Agricultural Chemicals

France

Insecticides. Direct purchase and agency. Sameca, S.A.R.L. (distributor, sales agent, manufacturer), 22 boulevard Poissonniere, Paris 9. WTD 12/14/61.

Mineral chemical fertilizers for agriculture, such as phosphates (potassium, nitrogen, ammonium) superphosphates, by 1,000 tons and over, preferably granulated. Streichenberger (wholesaler, commission merchant, manufacturer), 21 Quai Tilsitt, Lyon 2, Rhone. WTD 1/4/61.

299 Miscellaneous Petroleum, Coal Products

Qatar

Lubricants. Hassan & Abdul Rahim, Sons of Mahmood Alkhouri (importing distributor), P.O. Box 427, Doha. WTD August 1961.

301 Tires, Inner Tubes

Qatar

Tires and **tubes.** Hassan & Abdul Rahim, Sons of Mahmood Alkhouri (importing distributor), P.O. Box 427, Doha. WTD August 1961.

307 Miscellaneous Plastics Products

Germany

Plastic floor tiles, corrugated roof panels, and **laminated decorative panels.** E. Schmitz KG & Schoeller Kunststoffzentrale GmbH (importing distributor), 118 Luxembourgerstr., Koeln-Suelz. WTD 12/6/61.

Qatar

Plastic kitchenware, other items in common household use. Hassan & Abdul Rahim, Sons of Mahmood Alkhouri (importing distributor), P.O. Box 427, Doha. WTD August 1961.

314 Footwear

Germany

Cowboy boots. R. Habernickel & Co.

(retailer, wholesaler), 23 Karlplatz, Duesseldorf. WTD 12/7/61.

American **shoes, all kinds.** Rommy-Schuhgrosshandlung, Albert Gerritzen KG (wholesaler), 69 Husemannstr., Gelsenkirchen. WTD 12/13/61.

322 Glass, Glassware

Netherlands

Filigrain glass dishes, plates, ash trays, other types of **household glassware.** Direct purchase on exclusive basis. Couzijn en Pool (importing distributor), 187 Prinsengracht, Amsterdam, C. WTD 11/30/61.

326 Pottery

Netherlands

Porcelain cups and saucers, similar **household porcelain.** Direct purchase on exclusive basis. Couzijn en Pool (importing distributor), 187 Prinsengracht, Amsterdam, C. WTD 11/30/61.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Germany

Technical insulating materials, particularly new types for heat, cold, and sound protection. Rheinhold & Mahla GmbH (manufacturer, wholesaler, importer, exporter), 32 Augusta-Anlage, Mannheim, WTD 12/6/61.

Viet-Nam

Asbestos for use in manufacturing corrugated and plain asbestos-cement sheets, and related products. Nam-Viet Fibro-Ciment & Co., Ltd. (manufacturer), 40-Ei Ngo Duo Ke, Saigon. WTD 12/6/61.

331 Steel Mill Products

France

Tin plate and **black iron.** Direct purchase and agency. Ets. Edmond Trouet & Compagnie, S.A. (importer, commission agent), 12 quai de Bercy, Charenton-le-Pont (Seine). WTD 11/21/60.

336 Nonferrous Foundry Products

France

Cast aluminum kitchen utensils and household gadgets. Direct purchase and agency. Sameca, S.A.R.L. (distributor, sales agent, manufacturer), 22 boulevard Poissonniere, Paris 9. WTD 12/14/61.

Netherlands

Cast aluminum equipment for hotel kitchens. Direct purchase on exclusive basis. N. V. Groothandel in porselein, glas en aardewerk v/h P. F. Sjoukes & Zn. (importing distributor), 16-16a Warmoesstraat, Amsterdam, C. WTD 11/30/61.

Qatar

Cast aluminum kitchenware and other items in common household use. Hassan & Abdul Rahim, Sons of Mahmood Alkhouri (importing distributor), P.O. Box 427, Doha. WTD August 1961.

342 Cutlery, Hand Tools, General Hardware

France

Tools and accessories for painters and paint contractors. Ets. Paul Godineau, S.A. (manufacturer, wholesaler), 27 quai Rene Bazin, Angers (Maine-et-Loire). WTD 11/21/60.

Nonelectric **can openers, cutlery items, kitchen and household equipment.** Direct purchase and agency. Sameca, S.A.R.L. (distributor, sales agent, manufacturer), 22 boulevard Poissonniere, Paris 9. WTD 12/14/61.

Indonesia

Hand tools, not power-driven. P. D. N. Sedjati Bhakti (state trading company), 35 Djalan Roa Malaka Selatan, Djakarta. WTD 9/6/61.

Qatar

Nonelectric **can openers, kitchenware, cutlery, hand tools,** other items in common household use. Hassan & Abdul Rahim, Sons of Mahmood Alkhouri (importing distributor), P.O. Box 427, Doha. WTD August 1961.

343 Heating Apparatus, Plumbing Fixtures

Qatar

Toilets. Hassan & Abdul Rahim, Sons of Mahmood Alkhouri (importing distributor), P.O. Box 427, Doha. WTD August 1961.

346 Metal Stampings

France

Kitchen utensils and gadgets of stamped and spun aluminum, stainless steel, or other metals. Direct purchase and agency. Sameca, S.A.R.L. (distributor, sales agent, manufacturer), 22 boulevard Poissonniere, Paris 9. WTD 12/14/61.

Netherlands

Aluminum and stainless steel equipment for hotel kitchens. Direct purchase on exclusive basis. N.V. Groothandel in porselein, glas en aardewerk v/h P.F. Sjoukes & Zn. (importing distributor), 16-16a Warmoesstraat, Amsterdam, C. WTD 11/30/61.

Qatar

Stamped and spun aluminum and stainless steel kitchenware; buckets; other items in common household use. Hassan & Abdul Rahim, Sons of Mahmood Alkhouri (importing distributor), P.O. Box 427, Doha. WTD August 1961.

349 Miscellaneous Fabricated Metal Products

Saudi Arabia

L.P. **gas cylinders,** steel, standard, for homes and commercial delivery purposes. Consulting & Developing Engineers Co. (importing distributor, commission merchant), P.O. Box 266, Al-Khobar. WTD August 1961.

352 Farm Machinery, Equipment

Netherlands Antilles

Poultry equipment such as eggboxes, poultry feeders, and water troughs. La Favorita (Mrs. Adelinda Nisbet, importer, retailer), 16 Hendrikstraat, Oranjestad, Aruba. WTD 12/5/61.

354 Metalworking Machinery, Equipment

France

Machine tools, metallurgical products of various types. Direct purchase and agency. SAVANI (Société d'Achats et Ventes des Applications Nouvelles pour l'Industrie, buyer, seller, manufacturer), 59 avenue de Flandre, Marcq-en-Baroeul (Nord). WTD 11/9/61.

Germany

Machine tools, such as lathes, milling machines, and boring machines. Direct purchase and agency. Paul Schweisfurth KG (importing distributor, manufacturer's agent), 38 Melies Allee, Duesseldorf-Benrath. WTD 6/8/61.

355 Special Industry Machinery

Ceylon

Machine for manufacture of playing cards. Nadaraja Press (manufacturer), Nadaraja Bldg., Galle Rd., Colombo 3. WTD 12/4/61.

Germany

Used reconditioned **printing machines, offset machines, typesetting machines. Paperbag-making machines.** St. Maslankowski & Sohn KG (importer, exporter, wholesaler), 127 Augustenstr., Stuttgart-W. WTD 11/30/61.

India

Cold extrusion press and automatic **cold thread rolling plant,** also **DVC extrusion plant** for manufacturing jute sheets polished with plastics and paper and cloth sheets polished with plastics. Banwari Lal Singhania (manufacturer), P.O. Box 228, Kanpur, U.P. WTD 6/27/60 (J.K. Industries). Specifications.★

Israel

Complete used and/or rebuilt **plant** for finishing cotton fabrics and curtain materials. Rakefet Cooperative for Textile Printing, Ltd., (textile printer), Attn.: Haim Kohane, Greater Industrial Center, Holon. WTD 12/13/61. Equipment list.★

Sweden

Power chain saws. AB Agebe (importing distributor, manufacturer's agent), Box 3191, Stockholm 3. WTD 6/11/56.

Yugoslavia

Reconstruction and extension of **kiln** for ceramics and refractory material. Rudnap (importer), 6 Vuka Karadzica St., Belgrade. WTD 12/27/59. Specifications.★

356 General Industrial Machinery, Equipment

Hong Kong

Pharmaceutical machines which fill medical syrup into small plastic bags to be sealed after filling. Arnhold & Co., Ltd. (importing distributor, manufacturer's agent), Holland House (P.O. Box 90). WTD 8/26/60.

357 Office, Computing, Accounting Machines

Netherlands Antilles

Office machines and equipment; office photo-copying machines and equipment. Direct purchase and agency for Aruba. Tieleman's Office Machines & Repair (retailer), 95 Nassaustraat, Oranjestad, Aruba. WTD 12/4/61.

358 Service Industry Machines

Netherlands

Aluminum and stainless steel equipment for hotel kitchens. N.V. Groothandel in porselein, glas en aardewerk v/h P. F. Sjoukes & Zn. (importing distributor), 16-16a Warmoesstraat, Amsterdam, C. WTD 11/30/61.

361 Electric Transmission, Distribution Equipment

France

Electronic equipment and devices, principally measuring and testing instruments. Direct purchase and agency. Techniques Modernes R. Guyot & Cie., Villeneuve-sur-Lot. WTD 12/14/61. Catalog.★

363 Household Appliances

France

Electrical household appliances. Direct purchase and agency. Sameca, S.A.R.L. (distributor, sales agent, manufacturer), 22 boulevard Poissonniere, Paris 9. WTD 12/14/61.

FOOD REGULATIONS of the FED. REP. OF GERMANY AND WEST BERLIN

A WTIS report ▼ Part 2, No. 61-12

17 pages; 10 cents; March 1961

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Netherlands Antilles

Electrical household appliances, such as washing machines and refrigerators. Direct purchase and exclusive agency. Joaquim Kelkboom (importer, retailer, wholesaler, agent), Hendrikstraat 1, Oranjestraad, Oranjestad, Aruba. WTD 10/25/61.

Qatar

Electrical appliances. Hassan & Abdul Rahim, Sons of Mahmood Alkhouri (importing distributor), P.O. Box 427, Doha. WTD August 1961.

Southern Rhodesia

Domestic **electrical equipment.** Union Bazaar (importing distributor), P.O. Box 333, Marandellas. WTD 12/7/61.

365 Radio, Television Receiving Sets

Southern Rhodesia

Radios for home use. Union Bazaar (importing distributor), P.O. Box 333, Marandellas. WTD 12/7/61.

366 Communication Equipment

Germany

Radar warning systems and automobile equipment. Hansjoachim Prahl (importing distributor, manufacturer's agent), Alsterkamp 24, Hamburg. WTD 7/6/61.

371 Motor Vehicles, Motor Vehicle Equipment

Qatar

Automotive spare parts. Hassan & Abdul Rahim, Sons of Mahmood Alkhouri (importing distributor), P.O. Box 427, Doha. WTD August 1961.

380 Professional, Scientific, Controlling Instruments; Photographic, Optical Goods; Watches, Clocks

France

Electro-medical and surgical instruments, diagnostic and examination apparatus, testers, cardiographs, automatic audiometers, and others; **scientific instruments** such as photometers, vibrometers, comparators, ratio recorders; **didactic equipment** and related **teaching material.** Direct purchase and agency. Techniques Modernes R. Guyot & Cie., Villeneuve-sur-Lot. WTD 12/14/61. Catalog.★

384 Surgical, Medical, Dental Instruments, Supplies

Germany

Buckles for auto seat safety belts which meet SAE standards. Teka-Automaten (importer), 61 Koelner Str., Duesseldorf. WTD 9/6/61.

All kinds of **hospital articles and equipment,** such as sterilizers, sucker cleaners, and milk bottle testing equipment. Caspar &Co. Installationsgrosshandlung (wholesaler), 10/18 Frankenstr., Aachen. WTD 12/13/61.

394 Toys, Amusements, Sporting Goods

Australia

Soft **toys, masks,** and **faces.** Direct purchase and agency. John L. Jamieson Pty., Ltd. (manufacturer's agent, importer), 204 Clarence St., Sydney, N.S.W. WTD 5/15/61.

France

Scientific **toys** and **games, scale models** of modern automotive vehicles, aircraft, and boats, with appropriate accessories. Direct purchase and agency. E. P. S. E. (wholesaler, retailer, commission merchant, sales agent), c/o J. Vassal-Boitel, Manager, 42 rue Porte-Dijeaux, Bordeaux, Gironde. WTD 12/11/61.

Germany

Skin-diving equipment, all kinds. Direct purchase and agency. Carl A. Gruetter & Co. (importing distributor, manufacturer's agent), Moerkenstr. 3, Hamburg-Altona. WTD 12/5/60.

Indonesia

Toys and **party/holiday goods.** P. D. N. Sedjati Bhakti (state trading company), 35 Djalan Roa Malaka Selatan, Djakarta. WTD 9/6/61.

395 Pens, Pencils, Other Office, Artists' Materials

France

Fountain pens. Direct purchase and agency. Sameca, S.A.R.L. (distributor, sales agent, manufacturer), 22 boulevard Poissonniere, Paris 9. WTD 12/14/61.

399 Miscellaneous Manufacturing Industry Products

Qatar

Domestic **brooms** and other items in common household use. Hassan & Abdul Rahim, Sons of Mahmood Alkhouri (importing distributor), P.O. Box 427, Doha. WTD August 1961.

Toilet articles and other small items. Hassan & Abdul Rahim, Sons of Mahmood Alkhouri (importing distributor), P.O. Box 427, Doha. WTD August 1961.

LEADS FOR AGENCIES

Exclusive distributorship wanted only if specified.

200 Food

Germany

Canned fruit, canned vegetables, and **canned chicken.** Carl Adloff (manufacturer's agent), 157 Grafenberger Allee, Duesseldorf. WTD 6/6/61.

Netherlands

Canned meat, fruit, fish, specialty food. P. J. M. Hendrikx (manufacturer's agent), 34 Zomerstraat, Tilberg. WTD 12/7/61.

Southern Rhodesia

Canned foods, all types. D. Erwin (manufacturer's agent), Grindlays Bank Bldg., C Ave./Main St., Umtali. WTD 12/13/61.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Germany

Dried fruit: Apples, pears, apricots, peaches, prunes, sweet almonds, California raisins, natural blue sultanas. **Canned asparagus spears, tips and cuts, center cuts; canned peaches, pineapples, citrus fruit juices; canned green beans and peas.** Heinz Jeep (manufacturer's agent, broker), Im Bergfeld 4, Arnum ueber Hannover. WTD 12/6/61.

Italy

Soya and soluble **dried corn for feed.** F.I.S. Finanziaria Italo Svizzera (importing distributor, commission merchant), Via Marsala 9, Milan. WTD 12/14/61.

South Africa

Canned fruits and vegetables. Internatio-Rotterdam, S. A. (Pty.), Ltd. (importing distributor, manufacturer's agent), Maynard House, 82 Shortmarket St., (P.O. Box 3721), Cape Town. WTD 3/11/58.

204 Grain Mill Products

Northern Ireland

Livestock feed such as bran and pollards. W. G. Buchanan & Son (agent, produce broker, importer), 8 Corporation St., Belfast. WTD 11/22/61.

220 Textile Mill Products

Australia

Cotton and synthetic piece goods for ladies' dresses, men's shirts and trousers; and general **furnishing fabrics.** Gordon Rae (Australia) & Associates (manufacturer's agent), 15 Middle Harbour Rd., Lindfield. WTD 7/18/61.

Belgium

Textile fabrics, all kinds, for women's underwear, dresses, blouses, and padded dressing gowns; **textile fabrics** for curtains and draperies. Charles-Emile Alexandre (agent), 7 rue Charles VI, Brussels. WTD 12/6/61.

Ceylon

All types of **textiles.** Abdus Sattar Haji Yusuf & Co. (importing distributor), 147 Maliban St., Colombo 11. WTD 12/7/61.

France

Woolen, cotton, or synthetic fiber fabrics. Agency on commission basis. Jean Crespin (sales agent), 5 rue Seveste, Paris 18e. WTD 11/5/59.

Israel

Textile materials for manufacture of swimwear (nylon, cotton, stretch fabrics), and for manufacture of raincoats. M. Kimelman (manufacturer's agent), 8 Ein-Gev St., Tel Aviv. WTD 10/18/61.

Netherlands

Newly developed **fabrics** for men's rainwear, coats, jackets, suits; printed nylon taffeta. H. F. Buseck (commission merchant), 28 Schubertstraat, Amsterdam. WTD 11/21/60.

Fabrics for manufacture of men's and women's wear, petticoats, and nightwear. N.I.T.A.-Nolte's Internationale Textiel Agenturen (commission merchant), Sarphatipark 31, Amsterdam. WTD 11/28/60.

228 Yarn, Thread

South Africa

Mercerized **cotton yarn** and **acetate yarn.** A. Berrandt (manufacturer's agent), Barclays Bank Chambers, Plein St., P.O. Box 3674, Cape Town. WTD 12/1/61.

229 Miscellaneous Textile Goods

Belgium

Laces. Charles-Emile Alexandre (agent), 7 rue Charles VI, Brussels. WTD 12/6/61.

South Africa

Embroidered fancy narrow **nylon laces** for trimming ladies' underwear. Abe Kawalsky (Pty), Ltd. (manufacturer's agent), 402 S. A. Permanent Bldgs., 55 Hout St., Cape Town. WTD 12/1/61.

239 Miscellaneous Fabricated Textile Products

Belgium

Machine-made **embroideries.** Charles-Emile Alexandre (agent), 7 rue Charles VI, Brussels. WTD 12/6/61.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

France

Folding doors, folding partitions, wood or plastic related construction articles. Stores Lido (manufacturer, wholesaler, retailer, sales agent), 9 rue de Lalande, Bordeaux, Gironde. WTD 11/29/61.

259 Miscellaneous Furniture, Fixtures

South Africa

Venetian blind material: Coilstock and accessories. Internatio-Rotterdam, S. A., (Pty.) Ltd. (importing distributor, manufacturer's agent), Maynard House, 82 Shortmarket St. (P.O. Box 3721), Cape Town. WTD 3/11/58.

261 Pulp Mill Products

India

Woodpulp: Prime bleached sulphate pulp, sulphide pulp, and rayon grade pulp. Abdullabhai Fidalli & Co. (importing distributor, manufacturer's agent, commission merchant), Fidalli Bldg., 18 Princess St., Bombay 2. WTD 9/16/60.

264 Converted Paper, Paperboard Products

Italy

Stationery, office supplies. Tito Crosio (importing distributor), Corso Sempione 41, Milan. WTD 12/11/61.

280 Chemicals

South Africa

Chemicals and raw materials for paint manufacturing industry, pigments and resins per ton. Bellgrove & Snell (Pty.), Ltd. (manufacturer), P.O. Box 227, East London. WTD 7/20/60.

281 Industrial Chemicals

Argentina

Chemicals for rubber industry. A. A. Rodriguez, S.A.C.I.E.I. (manufacturer's representative), S. de Bustamante 68, Buenos Aires. WTD 1/9/59.

France

Rubber processing aids made principally of colza oil. Société Francaise Metaux-Chimie, S.A.R.L. (importer, exporter, manufacturer, sales and commission agent), 17 rue de l'Arc de Triomphe, Paris 17e. WTD 8/1/61.

Pakistan

Chemicals and dyes for textiles; chemicals for biological and metallurgical laboratories. Mahomed Ebrahim & Co. (1953), Ltd. (importer, wholesaler, retailer), 500/14 Inverarity Rd., Karachi 3. WTD 7/27/60.

Bitumen. Messrs. Tijarat Agencies (manufacturer, manufacturer's agent), 628 Muhammadi House, McLeod Rd., Karachi. WTD 6/27/60.

282 Plastics, Synthetic Resins, Rubber, Other Manmade Fibers

Germany

Synthetic fibers. Herbert Herrnstaedter (manufacturer), 31 Albrechtstr., Bielefeld. WTD 12/1/61.

283 Drugs

Italy

Vitamins and raw materials for feed. F.I.S. Finanziaria Italo Svizzera (importing distributor, commission merchant), Via Marsala 9, Milan. WTD 12/14/61.

South Africa

Pharmaceutical chemicals. Internatio-Rotterdam, S.A., (Pty.), Ltd. (importing distributor, manufacturer's agent), Maynard House, 82 Shortmarket St., Cape Town (P.O. Box 3721). WTD 3/11/58.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Southern Rhodesia

Cosmetics. D. Erwin (manufacturer's agent), Grindlays Bank Bldg., C Ave./Main St., Umtali. WTD 12/13/61.

287 Agricultural Chemicals

Germany

All kinds of **insecticides.** Herbert Oelerich (manufacturer's agent, broker), Mundsburgerdamm 45, Hamburg 22. WTD 5/24/61.

South Africa

Agricultural chemicals. Internatio-Rotterdam, S. A., (Pty.), Ltd. (importing distributor, manufacturer's agent), Maynard House, 82 Shortmarket St. (P.O. Box 3721), Cape Town. WTD 3/11/58.

307 Miscellaneous Plastics Products

Germany

Modern kitchen **plastic articles.** Herbert Pleines (manufacturer's agent), Rodig Allee 180, Hamburg-Wandsbek. WTD 11/13/61.

Italy

Plastic adhesive tape and sheets, all types of **adhesive plastic** manufactures. Rollprint Italiana (manufacturer's agent), Via F. Koristka 11, Milan. WTD 7/20/61.

311 Leather Tanning, Finishing

Ceylon

Artificial leather in sheet form to manufacture suitcases, handbags, wallets. Abdus Sattar Haji Yusuf & Co. (importing distributor), 147 Maliban St., Colombo 11. WTD 12/7/61.

Italy

Leather for shoes, bags, suitcases, gloves, wearing apparel. Aldo Lavarone (manufacturer's agent), Via Diaz 4, Vigevano (Pavia). WTD 10/2/61.

325 Structural Clay Products

Pakistan

Fire bricks. Mahomed Ebrahim & Co. (1953), Ltd. (importer, wholesaler, retailer), 500/14 Inverarity Rd., Karachi 3. WTD 7/27/60.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Belgium

Small **asphalt tiles.** S.P.R.L. Bruxelloise des Asphaltes (manufacturer), 77 rue du Bruel, Haren-Brussels. WTD 11/21/60.

Spain

Kaolin for paper industry, all classes. Baldomero Montoya Diaz (manufacturer's agent), Pedro Valdivia 4, Madrid 6. WTD 12/11/61.

330 Primary Metal Industry Products

Pakistan

Nonferrous metals such as copper, brass, zinc, lead, aluminum; **iron** and **steel** in bars, rounds, angles, channels, wire, and rope. Central Electric Works (importing distributor, manufacturer's agent), P.O. Box 7126, Parr St., Saddar, Karachi 3. WTD 4/7/60.

Ferrous and nonferrous items to specifications of Purchasing Directorates of Government of Pakistan. Mahomed Ebrahim & Co. (1953), Ltd. (importer, wholesaler, retailer), 500/14 Inverarity Rd., Karachi 3. WTD 7/27/60.

All sorts of **nonferrous metals; iron and steel materials,** such as pig iron, billets, structurals (bars, joists, channels, tees, flats, angles), wire, galvanized angles, black and galvanized sheets, galvanized pipes, cast iron pipes. Messrs. Tijarat Agencies (manufacturer, manufacturer's agent), 628 Muhammadi House, McLeod Rd., Karachi. WTD 6/27/60.

331 Steel Mill Products

Ceylon

Galvanized **sheets, galvanized pipes.** Kwikform (Ceylon) Co. (importing distributor, commission merchant), 162 Reclamation Rd., Colombo 11. WTD 12/7/61.

South Africa

Stainless steel in sheet, strip, coil, and bar form. Indenta (manufacturer's agent), 862 Broadway Industries Centre, Heerengracht, Foreshore, Cape Town. WTD 12/1/61.

335 Rolling, Drawing, Extruding of Nonferrous Metals

Ceylon

Aluminum sheets. Kwikform (Ceylon) Co. (importing distributor, commission merchant), 162 Reclamation Rd., Colombo 11. WTD 12/7/61.

Netherlands

High-frequency welded **aluminum tubes,** bright polished-alloy 57 S, half hard quality, 20 ft. long; 10,000 ft. of 7/8 in. x 1 mm.; 35,000 ft. of 1 ft. x 1 mm. A. L. Hut (commission merchant), 58 Kloveniersburgwal, Amsterdam. WTD 11/21/60.

South Africa

Aluminum in sheet, strip, and anodized form. Indenta (manufacturer's agent), 862 Broadway Industries Centre, Heerengracht, Foreshore, Cape Town. WTD 12/1/61.

336 Nonferrous Foundry Products

Germany

Cast aluminum kitchen utensils and modern patented **kitchen equipment.** Herbert Pleines (manufacturer's agent), Rodig Allee 180, Hamburg-Wandsbek. WTD 11/13/61.

342 Cutlery, Hand Tools, General Hardware

Germany

Nonelectric **canopeners, cutlery items,** all types of newly-developed **articles** for modern kitchens. Herbert Pleines (manufacturer's agent), Rodig Allee 180, Hamburg-Wandsbek. WTD 11/13/61.

South Africa

Tradesmen's files and tools. Internatio-Rotterdam, S.A., (Pty.), Ltd., importing distributor, manufacturer's agent (P.O. Box 3721), Maynard House, 82 Shortmarket St., Cape Town. WTD 3/11/58.

Builders' supplies; shopfitters and cabinet makers' fittings, such as door closers, locks, knobs, hinges; **locksmiths' requisites** such as tools, locks, key blanks; general **hardware.** Marting & Co. (manufacturer's agent), 312-3 Exchange Bldg., 28 St. Georges St., Cape Town. WTD 12/1/61.

344 Fabricated Structural Metal Products

Belgium

Building maintenance scaffolding and related equipment. Ets. Ajax, S.A. (exporter, agent), 38 rue du Lombard, Brussels. WTD 8/31/61.

Pakistan

Furnaces, boilers. Mahomed Ebrahim & Co. (1953), Ltd. (importer, wholesaler, retailer), 500/14 Inverarity Rd., Karachi 3. WTD 7/27/60.

346 Metal Stampings

Germany

Stamped and spun aluminum and **stainless steel kitchenware;** all types of newly developed **articles** for modern kitchens. Herbert Pleines (manufacturer's agent), Rodig Allee 180, Hamburg-Wandsbek. WTD 11/13/61.

348 Miscellaneous Fabricated Wire Products

South Africa

Roller chains, all sizes. Indenta (manufacturer's agent), 862 Broadway Industries Centre, Heerengracht, Foreshore, Cape Town. WTD 12/1/61.

349 Miscellaneous Fabricated Metal Products

Pakistan

Valves, such as butterfly, **gate valves** used in barrages and link canals. Central Electric Works (importing distributor, manufacturer's agent), P.O. Box 7126, Parr St., Saddar, Karachi 3. WTD 4/7/60.

351 Engines, Turbines

Pakistan

Fixed wheel gates and other types of **gates** used in barrages and link canals. Central Electric Works (importing distributor, manufacturer's agent), P.O. Box 7126, Parr St., Saddar, Karachi 3. WTD 4/7/60.

Marine engines, diesel engines. Messrs. Tijarat Agencies (manufacturer, manufacturer's agent), 628 Muhammadi House, McLeod Rd., Karachi. WTD 6/27/60.

352 Farm Machinery, Equipment

Belgium

Garden sprayers. Ets. Raoul Toussaint

(importer, exporter), rue Leon Theodor 155, Jette-Bruxelles. WTD 11/21/60.

Italy

Agricultural machinery, stable equipment, harvesting machines, tractors. Finanziaria Italo-Svizzera (importing distributor) Via Marsala 9, Milan. WTD 12/14/61.

Pakistan

All kinds of **agricultural machinery, spares, tools,** and **equipment.** Messrs. Tijarat Agencies (manufacturer, manufacturer's agent), 628 Muhammadi House, McLeod Rd., Karachi. WTD 6/27/60.

South Africa

Agricultural machinery, including lighting and irrigation plants and dairy equipment. Indenta (manufacturer's agent), 862 Broadway Industries Centre, Heerengracht, Foreshore, Cape Town. WTD 12/1/61.

353 Construction, Mining, Materials Handling Machinery, Equipment

Italy

Conveying equipment, carts. Brevetti Signode Labea, Srl (importing distributor), Viale Tunisia 48, Milan. WTD 7/20/61.

Road-marking machines. Dolcat Mercantile (wholesaler), Via Soresina 16, Milan. WTD 12/13/61.

Pakistan

Well drilling and accessories, casings, pipes and **accessories** for wells and rigs; **excavators, shovels, trenchers, ditchers, graders, concrete mixers, finishers, stone crushers, pulverizers, tractors, bulldozers, road rollers, dump trucks, tractor trucks, forklift trucks;** truck-mounted **cranes** of all types, **hoists** and **winches, draglines** and **accessories.** Messrs. Tijarat Agencies (manufacturer, manufacturer's agent), 628 Muhammadi House, McLeod Rd., Karachi. WTD 6/27/60.

Conveyors, cranes, hoists, road rollers, earth-moving machinery, forklift trucks. Mahomed Ebrahim & Co. (1953), Ltd. (importer, wholesaler, retailer), 500/14 Inverarity Rd., Karachi 3. WTD 7/27/60.

South Africa

All types of **roadbuilding equipment.** Indenta (manufacturer's agent), 862 Broadway Industries Centre, Heerengracht, Foreshore, Cape Town. WTD 12/1/61.

354 Metalworking Machinery, Equipment

Australia

Turret and capstan lathes, production grinding machines. William Adams & Co., Ltd. (merchant, engineer, contractor), 175 Clarence St., Sydney. WTD 10/3/61.

France

Machine tools, small **tools, accessories** and **attachments, welding equipment.** Exclusive agency with financial responsibility. Univacier, S.A. (importer, manufacturer), 44 bis avenue Jean Jaures, Pantin (Seine). WTD 2/6/61.

Pakistan

Industrial, workshop, and mechanical machinery. Central Electric Works (importing distributor, manufacturer's agent), P.O. Box 7126, Parr St., Saddar, Karachi 3. WTD 4/7/60.

Press machines, milling machine, drill machine, boring machine, gear hobbing machine, lathes, planers (heavy and light). Mahomed Ebrahim & Co. (1953), Ltd. (importer, wholesaler, retailer), 500/14 Inverarity Rd., Karachi 3. WTD 7/27/60.

Lathes, milling machines, shapers, shearing machines, presses, punching machines, sheet metal working machines, tools such as steel files, rasps, and drills; all types of **workshop machinery.** Messrs. Tijarat Agencies (manufacturer, manufacturer's agent), 628, Muhammadi House, McLeod Road, Karachi. WTD 6/27/60.

Philippines

Machine tools. Northern Pacific Corp. (manufacturer's agent), 622 Shurdut Bldg., Intramuros, P.O. Box 1889, Manila. WTD 1/26/61.

355 Special Industry Machinery

Argentina

Machinery and **equipment** for the rubber and plastics industries. A. A. Rodriguez, S.A.C.I.E.I. (manufacturer's representative), S. de Bustamante 68, Buenos Aires. WTD 1/9/59.

France

Equipment for or related to graphic arts. Ateliers Bariquand & Marre, S.A. (importer, manufacturer, exporter), 78-81 avenue Aristide Briand, Arcueil (Seine). WTD 3/13/61.

Germany

Cross cutters and **rapid cutters** for paper. Correspondence in German only. Kurt Neuser (manufacturer's agent), 10 Hinderfeld, Kaarst Bez., Duesseldorf. WTD 6/7/61.

Machines for manufacture of upholstery furniture, quilts, and mattresses. Max Schreiner, Maschinenbau KG (importer, wholesaler, manufacturer, commission merchant), 49 Friedenstr., Kevelaer. WTD 10/25/61.

Italy

Printing machines and **accessories.** La Bodonia, SpA (manufacturer's agent), Via G. Fara 23, Milan. WTD 10/2/61.

Pakistan

Woodworking machinery; ice and cold storage plants; oil hardening and processing plants; machinery for manufacturing dry batteries and for ceramic production; **flour mills; textile weaving and spinning machinery, preparatory machines** and **accessories; food processing machinery.** Mahomed Ebrahim & Co. (1953), Ltd. (importer, wholesaler, retailer), 500/14 Inverarity Rd., Karachi 3. WTD 7/27/60.

Bitumen sprayers, woodworking machines, bitumen mixing plants, asphalt plants, generating plants. Messrs. Tijarat Agencies (manufacturer, manufacturer's agent), 628, Muhammadi House, McLeod Rd., Karachi. WTD 6/27/60.

Philippines

Extruders and **injection molding machinery** for plastics industry. Northern Pacific Corp. (manufacturer's agent), 622 Shurdut Bldg., Intramuros, P.O. Box 1889, Manila. WTD 1/26/61.

Southern Rhodesia

Used and new **machinery** for spinning paper yarn. Richard Daggitt Agencies (Pvt.), Ltd. (manufacturer's agent), P.O. Box 3199, Salisbury. WTD 12/19/61.

356 General Industrial Machinery, Equipment

Germany

Machines for manufacture of plastic foil packages with tear-open strip for use in cigarette and pharmaceutical industries. Correspondence in German only. Kurt Neuser (manufacturer's agent), 10 Hinderfeld, Kaarst Bez/ Duesseldorf. WTD 6/7/61.

Italy

Tools, equipment, and **accessories** for packaging and marking of containers. Brevette Signode Labea, Srl (importing distributor), Viale Tunisia 48, Milan. WTD 7/20/61.

Pakistan

Centrifugal pumps, compressors, fire-fighting equipment, drying and spraying equipment. Mahomed Ebrahim & Co. (1953), Ltd. (importer, wholesaler, retailer), 500/14 Inverarity Rd., Karachi 3. WTD 7/27/60.

Pumps, air compressors, fire-fighting equipment. Messrs. Tijarat Agencies (manufacturer, manufacturer's agent), 628 Muhammadi House, McLeod Rd., Karachi. WTD 6/27/60.

(See Opportunities, page 62)

LEADS FOR IMPORTERS

Commodities are offered direct unless specified.

209 Miscellaneous Food Products

Thailand

Cashew nuts in shell. Usual export grade; 5 long tons a month, in season. Thai Ho Fong, Ltd., Partnership (export merchant), 7 Bush Lane, New Rd., Bangkok. WTD 11/30/61.

264 Bags (except textile)

Japan

Self-sealing **plastic bags**, with heat-welded sides. Made of intermediate density polyethylene film. Available in sizes up to 14 x 13¾ in.; 3 million pieces a month. Direct or through agents. Ivano Trading Co., Ltd., (manufacturer and exporter), 95 Hachiman-dori, 5 chome, Fukiai Ku, Kobe. WTD 11/21/61. Samples.★

271 Publishing, Printing

Republic of South Africa

African magazine *Drum*, published monthly in Johannesburg, large circulation, seeks U.S. distributor who can offer country-wide coverage. Seeks wider circulation, with possible publication in America, from matrices flown from Johannesburg or London. Post Newspapers (Pty), Ltd. (publisher), Samkay House, 15 Troye St., Johannesburg. WTD 12/12/61. Sample December issue.★

282 Organic Fibers

Thailand

Kapok fiber. Prime grade; 30 long tons a month. Thai Ho Fong, Ltd., Partnership (export merchant), 7 Bush Lane, New Rd., Bangkok. WTD 11/30/61.

283 Medicinal Chemicals, Botanical Products

Ceylon

Medicinal herbs and leaves, catnip, spearmint, peppermint, camomile. Direct or through selling agent in U.S. Harcar Sons (exporter), 461 Old Moor St., Colombo 12. WTD 5/11/61.

286 Gum, Wood Chemicals

Thailand

Gum dammar. A grade (selected); 20 long tons a month. Thai Ho Fong, Ltd., Partnership (export merchant), 7 Bush Lane, New Rd., Bangkok. WTD 11/30/61.

353 Conveyor Equipment

Denmark

Material transportation, hand truck, belt, roller and wheel conveyors; conveyor plants for breweries. Aktieselskabet Boy Transportmateriel (manufacturer), Buddinge Hovedgade 74-80, Copenhagen, Soborg. WTD 9/7/61.

363 Electric Housewares

France

Electric heaters, highly decorative, specially designed for fireplaces, made of forged iron with illuminated logs and ashes which look real. Direct or through agents. Etablissements R. Rouge, S.A. (manufacturer, wholesaler, retailer and importer), 12 Impasse Compoint, Paris 17e. WTD 6/19/61.

393 Musical Instruments

Philippines

Ordinary and electric **guitars,** 5- and 6-string. National Music Store (manufacturer), 618 Raon, Manila. WTD 11/29/61.

399 Miscellaneous Industry Products

Canada

Lindane insecticide vaporizer. Con-a-Vap, Ltd. (manufacturer), 274 Pharmacy Ave., Scarborough, Ontario.

NEW TRADE LISTS

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices. Telephone WO 7-4130 in Washington. The price is $1 a list.

Most lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All all are dated November unless otherwise indicated.

Air-conditioning and Refrigeration Equipment Importers, Dealers, and Manufacturers—France.

Air-conditioning and Refrigeration Equipment Importers, Dealers, and Manufacturers—Portugal.

Alcoholic Beverage Importers and Dealers—Philippines, December.

American Firms, Subsidiaries, and Affiliates—Sweden.

Architects, Builders, Contractors, and Engineers—Surinam.

Confectionery Importers, Dealers, and Manufacturers—Austria.

Cooperage and Container Importers and Dealers—Finland.

Cooperage and Container Importers and Dealers—Hong Kong.

Cooperage and Container Importers and Dealers—Morocco, December.

Dairy Producers—Luxembourg.

Electric Component Manufacturers—United Kingdom.

Electronic Equipment for Home Entertainment, Phonograph Records, and Pre-Recorded Magnetic Tapes Importers, Dealers, and Manufacturers—Paraguay, December.

Fertilizer Importers, Dealers, Manufacturers, and Exporters—Chile, December.

Fertilizer Importers, Dealers, Manufacturers, and Exporters—Guatemala, December.

Gas Appliance Manufacturers—Federal Republic of Germany.

Laundry and Dry Cleaning Industry—Nicaragua.

Machinery Equipment and Supply, Electrical Importers and Distributors—Peru, October.

Machine Tools, Dies, Other Metalworking Machinery and Industrial Furnaces Importers and Dealers—Belgium, December.

Pulp and Paper Mills—Republic of Ireland.

FOREIGN VISITORS

Scheduled arrival dates and U.S. addresses indicated.

Australia

Alfred G. Stoddart, representing Robb & Brown (Qld.) Pty., Ltd., 298 Stanley St., South Brisbane, Brisbane, Queensland, interested in wholesale and retail merchandising practices in **flat, sheet and window, plate and structural glass.** Scheduled to arrive Jan. 28 via New York for 3 weeks; c/o Pittsburgh Plate Glass Co., 632 Fort Duquesne Blvd., Pittsburgh 22, Pa. Itinerary: New York, Pittsburgh, Buffalo, Chicago, San Francisco, and Los Angeles.

W. G. Hodgekiss, representing Savoy Corp., Ltd., 155 King St., Sydney, interested in joint venture, real estate development, and major lease finance for **real estate;** also information on **industrial park** development. Scheduled to arrive Jan. 12 via Honolulu for 7 weeks; c/o L. B. Fowler, Battle, Fowler, Stokes, & Kheel, 477 Madison Ave., New York, N.Y., and Richard W. Graham, 425 Battery St., San Francisco, Calif. Itinerary: Honolulu, San Francisco, Los Angeles, Chicago, New York, Boston, Miami, and Dallas.

Alfred Julius Bresner, representing Baltic Import Co., (division of Baltic Merchandising Pty., Ltd.), 560 Flinders St., Melbourne, C.1., Victoria, interested in **foodstuffs** and **beverages,** especially high-class products, fancy lines, gift packs, and canned fish delicacies. Was scheduled to arrive Dec. 24 via Honolulu for 1 month; c/o Pan American Airlines in cities on itinerary: Honolulu, San Francisco, and Los Angeles.

Brazil

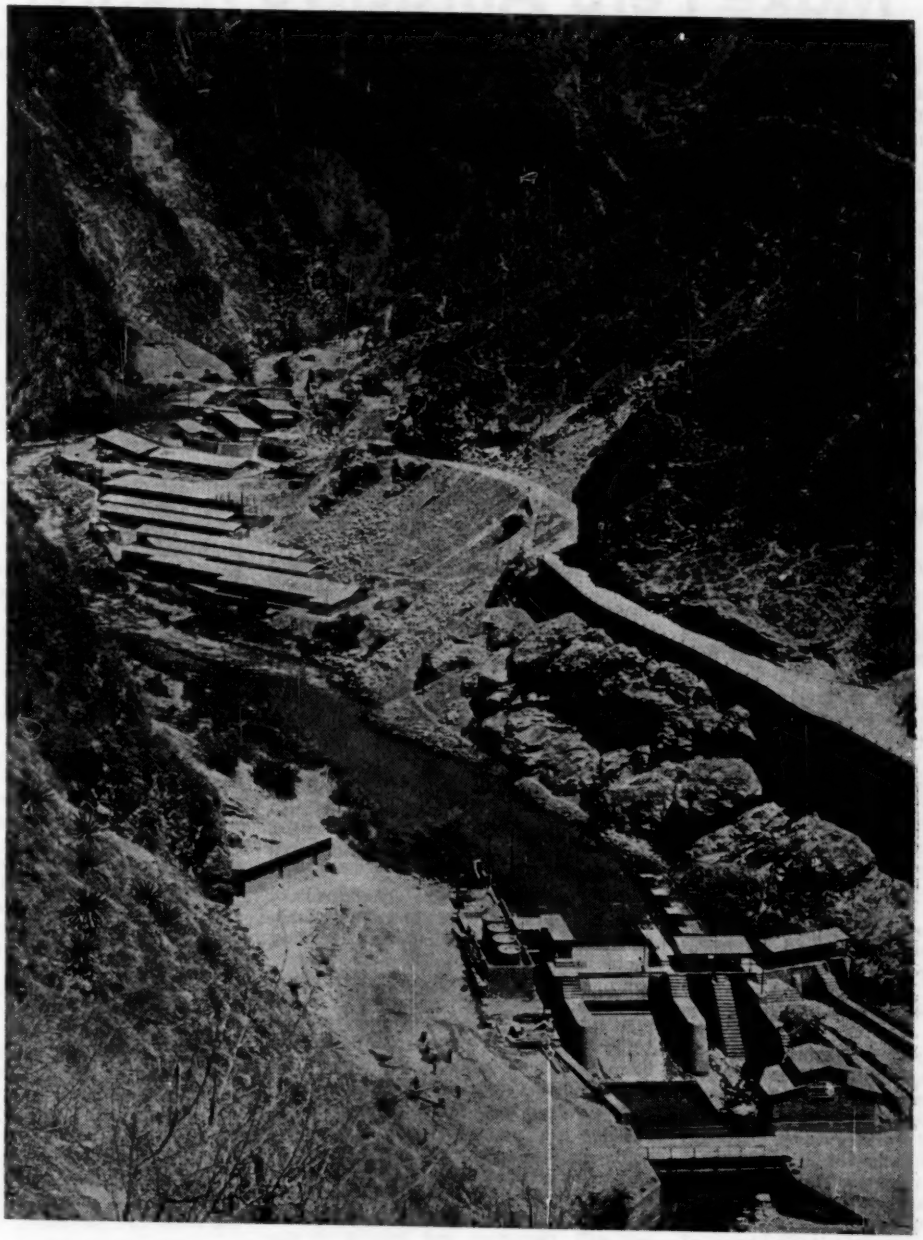
Thomas de Pechy, President of Colonizadora Nova Hungria, S.A., Rua Pedro Lessa 35, Rio de Janeiro, interested in selling **cattle lands** belonging to Colonizadora Nova Hungria, S.A., in the state of Goias. Was scheduled to arrive Dec. 20 via New York for 3 months; c/o Mrs. Frederick E. Taylor, 3 West 58th St., New York 19, N.Y. Itinerary: New York, Washington, D.C., San Francisco, and Hollywood.

Burma

Gobind Vasanmal Lekhraj, representing Lekhraj & Sons, 3/5 Bogyoke Market, P.O. Box 574, Rangoon, interested in import of **textiles, electrical goods, fountain pens, ballpoint pens, household goods,** and **domestic and industrial machinery.** Scheduled to arrive end of Jan. or early Feb. via New York for 1 month; U.S. address: c/o Dalamal & Sons, 107 Franklin St., New York 13, N.Y. Itinerary: New York, Los Angeles.

(See Visitors, page 50)

Report by U.S. Trade Mission to Peru



COURTESY OF WORLD BANK

The Huinco powerplant above Lima is indicative of the rapid industrialization of Peru.

Attention Machinery Exporters

Stable Economy, Lack of Import Controls Make Peru Attractive Market

THE Peruvian market offers interesting opportunities for American manufacturers and exporters of capital goods, especially machinery and equipment.

Of total imports of Peru, which in 1960 amounted to approximately $375,000,000, capital goods represented about 33%, or $112,000,000. American industry participated substantially in the supply of machinery and equipment which, in the absence of exact figures, can be considered as no less than 40%, or approximately $45,000,000. Of capital goods imports, mining machinery, equipment for the petroleum industry, and machinery for agriculture and for the sugar industry, represented a substantial part.

The success of the Administration's fiscal program has stabilized the Peruvian currency. There are no import and currency controls. The new Industrial Development Law offers many duty exemptions for import of capital goods. The political climate is favorable to the United States. The business morale of the Peruvian importers is high and American products are generally preferred.

Unfavorable Factors

However, there are also some unfavorable factors to be considered. Because of the Government austerity program the Peruvian capital market is tight and interest rates are high. The need for financing of imports is, therefore, correspondingly great. European exporters were able to take advantage of these conditions by freely offering extended credit terms based on a credit insurance system of their respective Governments. It is hoped that with the export financing policy which the U.S. Government recently adopted, the U.S. exporter will now be in a better position at least in this respect.

While the American exporter will not always be able to compete with European and Japanese prices, he can nevertheless succeed if he is willing to apply his skill and ingenuity to this business field.

The American exporter must not only carefully choose a suitable representative, but he must also consider periodic visits to prospective customers in Peru. An experienced factory sales engineer, preferably with knowledge of Spanish, can overcome sales resistance. He can effectively present the merits of his product; he can assist his client in selection of the most suitable type of equipment, and if he is willing to assist his customer also in some of his other technical problems, he will not only improve his chances for an order but he will also create lasting good will for his firm. The value of such services can not be over-estimated.

Advertising literature, descriptive bulletins, and service instructions must be in Spanish. Electrical specifications and climatic and local conditions must be carefully considered. Facilities for service and for spare parts should be available. Correspondence must be answered promptly and, if possible, in Spanish. Offers should always show cost of export boxing and delivery to the port of exit; also weights and measurements. Experienced exporters include in their offer their estimate of c.i.f. cost.

LARGE American firms, such as Du-pont, Gardner-Denver, General Motors, Ingersoll-Rand, I.B.M., National Cash Register, Remington Rand, many leading chemical companies, pharmaceutical firms, soft drink manufacturers and others, have their own establishments in Peru. Exporters wishing to establish representation in Peru, should make their choice by personally examining all aspects, on the spot.

Business in Peru is heavily centralized in the capital city of Lima with subagencies in the more important trading centers of the country. There are a number of large importers and distributors in Lima. They deal with general industrial products, such as motors, pumps, boilers, fittings, tools and hardware, items that can usually be handled by their staff of young salesmen.

These firms are, however, not always suitable for representation of special equipment since they do not have enough experienced engineers. They also have a sizable turnover of personnel. Manufacturers of special equipment and machinery will, therefore, get results by appointing a representative with good technical background. They must be willing to assist such a representative at the start with ample help, such as delegating a factory salesman to the area for visits to customers as well as training of the new man.

U.S. Machinery Imports

Peruvian imports of machinery from the United States have somewhat declined from their high in 1957. This decline can be attributed in part to the competition from Europe, especially Germany, Italy and Japan which offer processing machinery in the small and medium range at considerably lower prices than the United States. They have developed new models based on American designs, and in addition, long-term financing.

German industry has created effective sales organizations in Peru. One of these is Ferrostaal which represents about 30 of the most important German manufacturers of tool machinery, powerplants, chemical plants, processing plants, and other equipment. This company not only offers turnkey proposals and competent engineering services but also extended credit terms. Ferrostaal has recently signed contracts with an autonomous agency of the Peruvian Government to build a 62,000-ton synthetic fertilizer plant awarded to a group of German and other European manufacturers.

The market for capital goods will most likely increase, due to the new Industrial Development Law and the growth of domestic manufacturing plants for consumers goods. To protect new industries, the Government has created protective import tariffs, which is expected to result in a decline in the import of consumer goods such as furniture, paper products, pharmaceutical and chemical products, textiles and wearing apparel, small and simple fabricated steel and metal products, plastics, electrical materials and appliances.

An electrical appliance plant recently went into operation with an initial production of 10 refrigerators per day. A large wholesale and retail firm for electrical supplies started the manufacture of bathroom heaters and electric hot water heaters of a tank type. A company in Arequipa has put up a complete assembly plant for television sets. During the recent Trade Fair in Lima a complete assembly plant was in operation within the American pavillion.

ANOTHER example is the rapidly rising fishmeal industry in Peru which now gets most of its equipment, such as conveyors, presses, drying kilns and boilers from Peruvian engineering and

manufacturing establishments. The repair shop of a large sugar mill manufactures centrifugal pumps for its own needs, as well as for consumers in its area.

Foodstuffs will continue to be imported in keeping with the slow development of agriculture. These include frozen meats, wheat, evaporated milk, cheese, butter, fats and oils, and canned goods. Such imported products can be found on the shelves of several ultra-modern supermarkets recently established in Lima.

Price and Payment

In any analysis of the Peruvian import market the two most important factors are price and payment terms. Competition from other countries offers advantages not only in this respect but also with regard to services, low cost of freight and insurance, and especially a great adaptability to specific needs. Since the largest growth will undoubtedly be in the field of small industries, there will be a need for many small and specialized types of equipment and machinery and in this field other countries, especially Germany and Italy, have shown greater flexibility than the American industry is willing to offer.

The Mission found a marked interest in American machinery. Many Peruvian industries and businessmen voiced preference for certain types of American equipment for reasons of quality or more modern design, for better service and sometimes shorter delivery terms.

A large brewery in Callao is unable to expand its existing plant and to satisfy the increasing market the company has decided to build a new large brewery plant. The project, estimated at $5,000,000, will involve purchase of steam boilers, refrigeration machinery, fermenting and storage tanks, coolers and filters and a complete modern bottling and packaging plant.

There are also some interesting projects not yet fully developed. For instance, a group of cotton growers in the Arequipa area have suffered heavy damage through cotton blight and they plan to change to sugar cane. They would need a complete sugar mill for production of 30,000 to 40,000 tons per year. They estimate the project would require $1,500,000 and seek a joint venture for technical aid in cultivation of fields and management of a sugar mill, all from the United States.

The same area of Arequipa, as well as an area around Piura, is suitable for cultivation of yucca root and there is considerable interest in a factory for high-grade starch to process 10,000 tons of yucca roots per year.

In the sugar industry there is interest in centrifuges for purification of molasses, and in alcohol distilling equipment. Some sugar mills still use the hand feed method for burning bagasse in their boilers. There is interest in automatic stokers suitable for bagasse.

Small Plants

Unusually great interest was shown on the establishment of small modern dairy plants. Milk production is insufficient and milk distribution quite inadequate. In a number of places great interest was expressed in small packaged plants for reconverting powdered milk into liquid milk and for bottling same for local distribution.

A large feed mill in the Arequipa area could increase production of grass and alfalfa by acquisition of portable dryers which could be brought close to the grass lands of the Puno area.

Peru has many possibilities for utilization of fibers, such as cotton, wool, and jute. The growers of long staple cotton in Peru are seriously interested in a cotton thread mill which later might be expanded into a textile plant to produce 10,000 bales of 36 or 40 Pima cloth. Extra long staple in the far north areas of the Piura and Chira valleys runs from 1⅛ to 1 11/16". A joint venture has good possibilities.

Wanted: Exporters to Small Industries in Peru

THE greatest interest in discussing needs with the Mission came from the small industries. These include printing plants, repair shops for automobiles, repair shops for electric motors, small assembling plants for refrigerating cabinets and small cold storage rooms. Also, small machine shops, welders, steel fabricators, furniture manufacturers, shoe factories.

There is a good market for equipment for food processing. Many inquiries were received for:

- ***Scalping, shelling, grading and crushing machines for peas, beans, rice and grains.***
- ***Equipment for processing of soyabeans and castor beans.***
- ***Processing, filling, canning and packaging equipment for poultry, meat and fish products, vegetable, jams and marmelades.***

There were inquiries for small machinery for extraction and packaging of citrus fruits, also for the processing of pineapples.

There is need for equipment for manufacture of noodles, crackers, biscuits and potato chips.

A manufacturer of automobile batteries wants to start manufacture of dry cell batteries for flashlights, etc. and is interested in the necessary machinery.

Peru's Expanding Economy Receptive to Investors

Peru's expanding economy, stable exchange rate, and new liberal industrial development law still provide a receptive atmosphere for U.S. investments though this country's percentage of total trade has been declining steadily in recent years.

The Mission sought to determine the most effective means to expand trade and to promote investments. The Mission therefore stressed the interest of the United States in participating in Peru's efforts to speed the country's development and raise the standard of living of the whole population.

The Mission visited six key cities in outlying provinces, covering the most important geographic and economic areas of Peru. The objectives of the Mission were widely publicized through press, interviews, and meetings with business associations. This resulted in unusual interest in private interviews, largely related to joint-venture projects. The Mission provided information on the United States as a source of supply and as a market, making effective use of the commercial library displayed in the Trade Information Center.

Through private consultations with hundreds of businessmen, interesting licensing and joint-venture projects were developed. Direct assistance was provided in selecting U.S. companies for desired import products.

The group held interviews with key government officials during which views were exchanged regarding means to promote sound economic development. Pertinent information was obtained for use by the U.S. business community relating to current and potential trade and investment opportunities.

Mission members arrived in Lima on October 7 and departed November 10, a total of 34 days. They visited Arequipa, Trujillo, Chiclayo, Piura, Huancayo, and Iquitos, in addition to Lima, a total of 7.

A Trade Information Center with a large commercial library was established in the Hotel Bolivar from October 25 to November 7.

A total of 660 people attended the various meetings; 370 personal interviews were held; 41 plant visits were made; 65 business proposals were presented; and 123 trade and investment opportunities were reported.

U.S. cattle imports in January-October 1961 were 58% above those in the like period of 1960, according to the Foreign Agricultural Service.

Increased imports resulted from drought in both Mexico and Canada and relatively high U.S. prices for feeder cattle.

Peru's Agriculture in Transition

PERU'S agricultural centers, like its population, are in four distinct areas.

First there is the arid coastal region with 40 or more irrigated valleys where intensive mechanized farming is conducted. The major agriculture export products originate here, accounting for slightly over 90% of farm exports.

The second agriculture region in the high Andes contains approximately 60% of the population. It consists largely of small farm operations which produce 90% of the country's domestically consumed meats and vegetables. The land in this area has relatively poor fertility, insufficient water, and is difficult to till.

The third region which slopes from the Andes to the east and is the beginning of the tropical rain forest area is largely inaccessible and underdeveloped. This region, however, can become the productive land of the future and the Government has ambitious development plans for it.

The fourth area includes the Amazon lowland which is virtually isolated from the rest of Peru. While there is much timber located here, its inaccessibility and high transporting costs make economic development difficult.

The Trade Mission's observation of the agricultural operations, based on interviews with more than 125 persons, indicates that farms generally have an abundance of labor.

One farmer was using a man to shell corn by hand at a rate of two to four bushels per day. When asked why a mechanical sheller was not used, the farm manager explained that if needed, 10 or 15 additional men were available. Wage rates are so low that it was more economical, socially more desirable, to employ hand labor.

On another occasion the Mission observed a large acreage of cotton being harvested with hand labor, at a cost of approximately 50¢ per one hundred weight. In the United States, picking cotton with cotton-picking machinery, at $1 per hundred weight is considered low cost. Still another example of the abundance of labor was witnessed on a poultry farm where chickens were being dressed for market by hand at a cost of approximately 1¢ per bird. The Peruvian market favors live and fresh dressed poultry. Frozen poultry in small quantities is sold at a lower price.

It is essential to the economy of Peru that farm labor continue to be employed and the labor force expanded. This situation therefore limits the use of modern farm equipment because the farm problem is not one of labor shortage or time conservation. However the farm areas lack transportation, farm roads, storage silos, and warehouses. It is apparent that while private interests are making progress, the central government of Peru or the local government authorities must carry out a balanced program to stimulate production.

The transition from the use of primitive tools to modern equipment to increase production is being accomplished through demonstrations in educational programs sponsored by the Government of Peru with the aid of U.S. Point Four (AID) extension technicians. This program should be expanded and accelerated.

The best market for heavy agricultural equipment will develop in the areas of large farm operations and will be accelerated if a more liberal and adequate agricultural credit plan is provided for both the equipment dealer and the farmer.

AREQUIPA

AREQUIPA, in the south of Peru, is a city that for generations has been a collecting and distributing center for goods for the Lima market. It enjoys a long yearround growing season with limited rainfall during the summer season (January-March).

The entire agricultural area consists of small farms using primitive farming equipment. Mechanization is practically nonexistent and the potential is questionable because the farm plots are too small and widely separated. Some agricultural credit is available but the terms are too short. There is great interest among farmers with whom the Mission talked, to expand the irrigation facilities, and Government has several projects under consideration which would increase agricultural production and utilize more local labor. Because of the migration of Indians from higher altitudes, expansion of agriculture in this area should receive priority consideration.

TRUJILLO

THIS city is located about 350 miles north of Lima and is on the coastal edge of Peru. Sugar cane is a major agricultural product here. This area has a relatively high water table, at times only 30 feet below the surface. Asparagus, rice, and corn are grown in quantity. A canning factory for asparagus can be expanded to handle more varieties of foods for canning.

There is substantial beef cattle production. A major beef cattle farmer is exploring the possibility of establishing modern slaughtering and cold storage facilities. In this area also the use of farm machinery is handicapped because of the abundance of labor and low wage rates.

Fifty acres of alfalfa on one farm the Mission visited was being harvested by hand labor. Agricultural credit is limited and made available only to larger farm operators with established credit. Point Four (AID) and Peruvian technicians have rendered excellent service in this area. Many farmers urged that U.S. technical service be expanded and made available to all of Peru's agricultural areas.

Interest was expressed in the development of broiler poultry farming patterned after U.S. procedures.

PIURA

PIURA may be described as the heart of the cotton, rice, and cattle production activities.

The nine million pounds of rice produced annually leaves two million pounds of rice hulls as byproducts. Rice farmers are interested in any research assistance the United States can give in utilizing the rice hulls for such possible materials as building blocks, insulation boards, or as an ingredient for silver polish.

The ash of burned rice hulls has been used on a small scale locally as an ingredient for silver polish.

Plans have been developed to divert water from the Quiroz and Chipillico Rivers. When this project is completed it will place an additional 18,000 acres into agricultural production. An adequate supply of irrigation water will make it possible to grow diversified crops such as grain and fruit in this area.

There is an urgent need for more livestock. Farm organizations are promoting 2 projects to drill 200 wells. These merit study.

HUANCAYO

LOCATED 250 miles southeast of Lima in a valley high in the Andes, this city is typical of the valley lands that lie on the east slope of the Andes in the rain

(See Agriculture, page S-7)

Opportunities for Licensing and Joint Ventures but:

Competition of European Manufacturers Challenges U.S. Exporters to Peru

THE Peruvian market, with imports at a record breaking level, presents promising opportunities for U.S. traders to develop small plants to make materials for local sale.

And there is a wide field for licensing and joint ventures, with U.S. interests providing technical direction and capital equipment.

Aggresive selling and liberal long term credit are essentials.

Economic indicators through the third quarter of 1961 forecast a 20% increase over 1960. During January-June 1961, the dollar value of exports increased 16% over the corresponding 1960 period.

Competition Strong

There is strong competition from Europe, principally Germany and Italy, and Japan is coming into the market with a varied line from consumer goods to heavy equipment. Price competition is keen and liberal terms are freely offered. However, **U.S. products have an excellent reputation for quality and replacement parts service.** In certain lines, the United States can offer much prompter delivery. The Germans have an advantage in heavy turnkey industrial projects, with many local firms representing prominent German industries covering all equipment requirements.

Unlike most Latin American countries, Peru has no exchange controls, no prior deposit requirements, no restricted lists of imports. Peru is a member of GATT and supports unfettered trade. High protective tariffs are generally limited to newly established industries and these are subject to review. Tight credit restrictions and high interest rates limit working capital and therefore liberal credit terms on imports are important.

Because of such factors as the stability of the sol, the Administration's determination to control inflation, the flow of investment funds, the healthy level of exports, the expanding economy, and assistance being received under the Alliance for Progress Program, Peru should maintain a favorable rate of progress.

Commodities of interest to importers included:

- Machinery and equipment for many industries, such as food processing, packaging, canning, meatpacking, dairies, textile plants, small shoe factories, repair shops and others, and diesel engines.
- Marine radios, fishing net and fishing supplies, electrical household appliances, washing machines, and refrigerators.
- Insecticides, pesticides, fungicides, fertilizers, sisal fibers, and special adhesives.
- First-class brands of U.S. cigarettes, toys, and baby articles.

Principal commodities exported by Peru are:

- Copper, zinc, lead, silver, iron ore, and coal.
- Fishmeal, fish oil, and canned fish products.
- Long staple cotton and derivatives, sheep, vicuña, and alpaca wool.
- Sugar, coffee, and lumber.
- Petroleum products.

Outlook for Principal Agricultural Products of Peru

Fishmeal.—*Current reports indicate that fishmeal production and exports have exceeded those of sugar this year. This is the first time that another food product has surpassed sugar or cotton.*

Sugar.—*Now a leading export product. Greatest tonnage is shipped to the United States. Plantings are being expanded, but are handicapped by lack of water. Sugar mill expansion will have to accompany increased plantings.*

Cotton.—*Production of Peru's excellent grade of long staple cotton is increasing. Techniques of cotton farmers have improved and more water is available. The expansion of irrigation facilities now underway may expand production sufficiently to tax the existing ginning facilities. At least one new cotton gin plant is being contemplated for the region of Piura.*

Rice.—*Has extensive demand as locally produced food product. A use for the hull byproduct is being explored. The expansion of irrigation also will increase the production of this grain. If sufficient water becomes available, it could very easily become an important export product.*

Jute.—*Production on a commercial scale is contemplated to supply the local market.*

Meat.—*Beef production is largely undeveloped. With modern slaughtering facilities and cold storage warehousing in major production areas this industry could make a substantial monetary contribution to the economy.*

Milk.—*This product is almost entirely lacking from the diet of 60% of the population. Commercial large-scale production is confined to the Lima area. Large land areas in Huancayo and Chiclayo could be adapted to the development and expansion of larger scale milk production.*

Fruit.—*There appears to be little knowledge of orchard development throughout the native fruit-growing areas.*

An agricultural extension program appears badly needed. Orchard farming could easily increase the production of native fruits in commercial volume. An export market could be credit for canned fruits. Canning equipment is needed as well as technical assistance to insure efficient sanitary operations of canning plants.

U.S. exports of tobacco products in October 1961 were valued at $9.2 million —the same as in October 1956, according to the Foreign Agricultural Service.

The value of U.S. exports of tobacco products in the first 10 months of 1961 totaled $89.3 million, compared with $78.5 million in January-October 1960.

U.S. wheat and flour exports during July-October 1961 totaled 239 million bushels, compared with 194 million during the same months in 1960, according to the Foreign Agricultural Service.

Wheat exports during the first 4 months of 1961-62 were 206.8 million bushels, approximately 25% larger than in the comparable period a year earlier.

Wanted: American Capital

Joint-Venture Opportunities in Peru Invite U.S. Investors

THE possibilities of industrial cooperation between private corporations may offer the best opportunity for profitable investment in Peru. The Mission has learned that small, intermediate, and large Peruvian companies are eagerly in favor of private international cooperation.

This is an attitude that will provide advantageous opportunities for all participants. The Alliance for Progress Program, which is in a large measure a government-to-government aid program, will be aided substantially by private ventures moving into the economy of Peru.*

Peru has achieved an impressive record in its national economy during the past 2 years. *The stable currency which has not fluctuated since January 1961 and its balanced budget and favorable balance of payments served to create an atmosphere that makes it attractive for North American companies to invest here.*

Peruvian businessmen have indicated a great flexibility in their attitudes as to how equity ownership participation may be shared with their North American counterparts. They are eager to receive the benefits of the North American know-how, patent rights, trademarks, machinery, and skilled technical help, and are willing to contribute their intimate knowledge of the local markets, local customs, labor relations, etc., and the ability to deal with their Government through the various agencies. A joint-venture arrangement would be eligible for the benefits granted by industrial promotional laws of Peru.

The best technoeconomic report of an investment opportunity frequently does not get much attention from a prospective North American investor unless he feels he could rely on a local partner within the country to make him feel comfortable about entering an environment which is strange to him. An impressive number of opportunities for such types of international private cooperation has been presented to the Mission. Some of these projects, to be sure, require some additional investigation on the part of an investor but the basic soundness and the inherent profitability of many of the ventures that have been brought to us seems apparent.

As Peru becomes more industrialized it will become increasingly difficult for American firms to rely on export of finished products to this market. This has already become clear in the production of tin cans for food processing, textile manufacture, pharmaceuticals, and many other products where tariff regulations have been imposed which have effectively closed out direct import of finished goods.

These North American companies which enter into such an economic arrangement now, while the country is still in its basic industrial development phase, will enjoy an advantage over those who seek to come in later. **Those who come in now will find competent local partners and will achieve a position in the market that will be difficult to disturb by those who come later.** Once such an arrangement has been established it becomes increasingly simple to expand the operation to enjoy a greater share of the market and to add new products in a related field.

There are many examples of attractive joint opportunities which merit investigation by American companies who have some knowledge of the kind of operations presented to the Mission members.

Other Opportunities

A Peruvian manufacturer of glass products such as glasses, vases, lamps, and so forth wishes to expand into color applied label production.

A manufacturer of children's clothing wishes to attract equity capital to expand his business. He states that his need is for about $40,000 which would be applied to the modernization of his present plant facilities.

A businessman interviewed in Arequipa, the second largest city in Peru and located in southern Peru, proposed that a facility be established to produce electrical hardware and small transformers. With the impending boom in housing there is no doubt that a manufacturer of these items would find a ready market.

An enterprising young Peruvian has created a credit business selling men's suits. He started this business with 1,700 soles and now has a capital of 250,000 soles after 2 years. His method of operation is to employ industrial homeworkers who each completes an entire suit. He would like to attract a joint venturer who would invest about 20,000 dollars which would be applied to the purchase of machinery, working capital, and inventory of goods.

A substantial businessman in the south of Peru who is the head of the Merchants' Association is now engaged in the manufacture of leather and leather products. He desires to build a facility to manufacture men's and children's shoes. This businessman is prepared to contribute capital of about one half of the total requirements.

A group of highly qualified agricultural engineers have proposed the establishment of a dehydrating plant for vegetables, especially garlic and onions. These persons have supplied a feasibility study which is very well prepared in a professional manner.

These are only a few examples selected at random of joint investment opportunities. The opportunity is here for North American companies to invest in these industries in which private investors locally are unable to obtain all the necessary capital required to develop their projects.

* In this section the Mission is referring to joint ventures in which private corporations and businessmen from each country jointly contribute the elements necessary to establish industrial and other economic activities which according to the plans and hopes should permit all to obtain a benefit with only a short or medium term of delay.

Members of U.S. Trade Mission to Peru

Claude Courand, Director, American Republics Division, Bureau of International Programs, U.S. Department of Commerce, Washington, D.C., was the Mission Director. Members of the Mission were:

Alvin D. Snyder, president, Corporate Growth Consultants, Miami, Fla.

Herbert F. Sittenfeld, founder, executive vice president, technical director, National Filter Corp., New York City.

Marvin W. Melton, partner, Melton Brothers Implement Co., Jonesboro and Trumann, Ark.

M. W. Isaacson, senior partner, Industrial Management Consultants, New York City.

Anthony Judge, Jr., manager, credit department, Industrial National Bank, Providence, R.I.

Joseph Hadary, private consultant to Pan American Investment, Inc., and Colombian Enterprises, Inc., Washington, D.C.

Peru's Tax Exemption Plan Offers Incentive to Investors

BASIC industries will be exempt from all general, special, or local taxes for from 3 to 15 years by locating in specific areas considered prime development targets by the Peruvian Government.

The favored areas are Lima and Callao, the Sierra, the Selva, and certain other coastal provinces.

Peru is divided into three well-defined geographic areas: The coastal area, proceeding inland from the Pacific, consisting of a narrow coastal desert 25 to 40 miles wide, where the capital and seaports are located—the country's important fishing industry and the export crops of cotton and sugar are carried out along this coastal region. Next comes the high Sierra, the zone of the great Andean Cordilleras. This region comprises about 27% of the national territory and is the most populous. It contains about 60% of the total population of the country and is the location of the chief deposits of mineral wealth. To the east lie the vast hill and forest lands and the tropical jungle lowlands through which the great rivers wind to the Amazon. This area, known as the Selva, occupies more than 60% of the entire country, is largely undeveloped, is scarcely populated, and only partially explored.

How the Law Works

The law divides industrial activities into two basic categories: First, those enterprises engaged principally in the manufacture of basic articles and second, those enterprises which manufacture articles not included under the definition of "basic." This list of basic articles may be changed from time to time by the Executive Power but it usually includes raw or semifinished materials, machinery, equipment, tools, vehicles or any other article of fundamental importance for the development of agriculture, mining, or industry, if they are manufactured, mainly using natural resources. Some of the privileges given established enterprises having as their principal purpose the manufacture of the aforementioned basic articles follow:

Total exemption from import duties and additional taxes on new machinery or equipment that do not compete with those made in Peru.

Total exemption from import duties and additional taxes on raw materials or semifinished goods not produced in the country nor competitive with nationally produced raw materials in their natural state.

Basic industries will be exempted from all general, special, or local taxes for the first 3 years for those industries located in the provinces of Lima and Callao, 5 years in the rest of the coastal region, 10 years in the mountain provinces, and 15 years in the jungle areas. After conclusion of the 3-, 5-, 10-, and 15-year periods, these enterprises will enjoy additional tax benefits. They also will enjoy the power to invest a part of the net profit of each year free of general, special, or local tax in the enlargement and diversification of the productive capacity of the plant.

If these investments, made within the limits specified, exceed the limits set for 1 year, the excess may be carried forward against the profits of succeeding years to a maximum of 5 years from the date of the investment. The right to invest, free of tax, a part of the net profit will be in effect for 15 years in Lima and Callao province, 20 years in the coast, 40 years in the Sierra, and 50 years in the jungle.

If the Peruvian sol and the U.S. dollar fluctuates more than 5% with the exchange rate at the close of the previous year these basic industries will enjoy the right to apply depreciation charges on machinery, spare parts, and installations on the readjusted value of these assets. There also is a provision for increasing the annual rate of depreciation or amortization reserves on industrial equipment and machinery where such machinery works more hours than usual or are subject to abnormal wear. If an enterprise is established in the highlands or in the jungle there is available a reduction in tax assessments on profits. In the highlands during the first 10 years this reduction will be 40%; during the following 10 years, 30%; and during the next 10 years, 20%. In the jungle during the first 10 years the reduction in tax assessment on profit will be 50%; during the following 10 years, 40%; and during the next 20 years, 30%.

Agriculture . . .

(Continued from S-4)

forest region, above the Amazon jungle lowlands. Plans are being made to improve highways in this region and open the lower areas for access to the Lima market.

The farmers here indicated a strong desire to develop a dairy farming industry with a milk collecting and processing plant. There was great interest in improving breeds of dairy cows in the area. Interest also was expressed in finding means of importing and financing purebred cattle.

A group of veterinarians is attempting to expand and improve an artificial insemination program for dairy cattle and are seeking the support of the Agricultural Ministry.

Farmers are aware of soil plant food deficiencies and are pressing for a soil conservation program to maintain and improve the high productive capacity of their lands. Larger farmers are making plans to subdivide their lands, to be sold to farmers with proven farming ability, calling for a cooperative effort with the Government.

IQUITOS

THIS city is 1,000 miles northeast of Lima. It is accessible only by air and by way of the Amazon River and tributaries. Many of its citizens feel it is the lost city of Peru. It lies in the lowland region of the Amazon valley surrounded by dense jungle. Farming in this department is very primitive and is confined largely to local production. The native jungle products of rubber, barbasco, chicle, rosewood, and mahogany are suffering from depressed prices. At the same time, the more accessible areas have been exploited and longer hauls add to transportation costs. One bright prospect is the expansion of jute production. Any development in agriculture in this area will call for an intensive program by the Government.

This area would lend itself to a demonstration of a communal cooperative project. The desire for cooperative organization was of universal interest throughout the provinces and particularly with the agricultural groups. As there is little understanding of organizational structure or method of operation, technical guidance is required. This would seem to be an area for a joint effort by USOM and the Peruvian Government.

Belgian output of tobacco products totaled 40.8 million pounds during the first 9 months of 1961—up 2.6% from the 40 million pounds produced in January-September 1960, according to the Foreign Agricultural Service.

Increases in cigarettes, cigars, and cigarillos more than offset declines in the production of smoking mixtures, chewing tobacco and snuff.

Despite Housing Needs, Peru Not Seen As U.S. Building Materials Market

RECENT U.S. Government support in the formation of savings and loan associations is expected to encourage private building activity and thereby provide sales opportunities for U.S. builders.

More than 1.2 million housing units are required in Peru, according to a report from the Instituto de la Vivienda. About 48,000 units are planned for the next 2 years by government agencies.

But it is still uncertain how many units should be expected from private builders who may be spurred by newfound help from the U.S. conceived savings and loan associations.

It is apparent that public housing will require major support from the United States in dealing with the country's massive housing needs. The effectiveness of this aid will be contingent on the following:

- *Effectiveness of national planning and implementing agencies.* Means may have to be devised to cooperate more directly with selected municipalities, particularly those which are more heavily pressed upon by the "barriadas" (slums). Such means would tend to increase local responsibility in keeping with an emerging trend towards municipal self government.
- *Promotion of modular standardization.* Strong measures must be taken within industries to integrate the building material producing capacity of the entire country. Otherwise, capacity will fall short of an accelerated homebuilding program.

Beyond support to public housing, effective implementation of an expanded building industry is possible through the medium of the numerous housing cooperatives now in existence. Housing cooperatives, should, therefore, be given full support. Their preference for private contractors will provide a counterbalance to excessive reliance on public housing efforts.

Outlook for Housing Construction

The current estimate of housing units required throughout Peru is over 1,200,000 (based on figures obtained from the Instituto de la Vivienda). Of this figure, it appears that the construction of over 48,000 units in the next 2 calendar years are planned by governmental agencies. Beyond this, little is evident to support expected efforts to ameliorate the shortage of housing. Thus, the anticipated housing construction backlog will remain, unless the pace of activity can be increased in the private as well as public sectors of the economy. The types of construction enterprises are as follows:

PRIVATE SECTOR: Individual custom-built houses.—The pattern here is virtually identical to that of the United States, wherein private individuals employ architects, contractors, and provide capital.

PROJECT BUILDERS: The scale tends to be small, for lack of sufficient capital for the time normally required for such undertakings.

COOPERATIVES: This is a fairly recent attempt by groups such as labor unions and professional organizations, to provide individual members with housing. Some housing cooperatives are initiated by employers in conjunction with funds from social security and retirement legislation. Beyond the acquisition of the land, however, few cooperatives thus far have been able to complete their housing programs for lack of adequate financing institutions. Cooperatives favor the employment of private contractors for the implementation of their programs, once capital becomes available, to avoid the protracted delays that are inevitable in any do-it-yourself program.

PUBLIC SECTOR: Activity here has been initiated through agencies set up as a reaction to political needs. Only recently, an effort was initiated to create an effective, overall national housing program. Conditions prevailing in the so-called barriadas (slums) are the major stimulus for such plans.

Type of Housing Required

MATERIALS: Recurring earthquakes, along the coast and in the mountains, have created public acceptance for a limited variety of building materials and techniques. Good use is made of locally available materials, concrete, and its derivatives in particular. Adobe-type construction is still extensively used, particularly in the provinces. Wood frame construction is seldom used. This is due to public preference for the alleged earthquake-proof qualities of concrete and because of the shortage of domestic lumber in coastal markets and the relative high cost of imported lumbers.

DESIGN: The increasing use of concrete in all its varieties—reinforced, precast, prestressed, blocks—has accelerated the trend towards modern architecture. Current styling appears strongly influenced by U.S. trends.

Low-cost houses are built on lots approximately 8 x 20 meters, of which approximately 70% is devoted to the structure proper. The remainder of the area is devoted to garden and patio. The house consists of 3 bedrooms, combination living-dining room, kitchen, and bathroom. Plumbing fixtures are furnished, with piping, however, for cold water only.

LEVEL OF CRAFTSMANSHIP: This tends to be relatively high, in all the

Fishmeal and Fish Oil Major Exports of Peru

The major exports of Peru are minerals and metals, agricultural products, and fish products.

Recently exports of fishmeal and fish oil have surpassed agricultural commodities in dollar value. Major agricultural commodities are sugar and cotton, followed by wool and coffee.

Exports of extractive oils such as rosewood oil, also exports of barbasco (source of rotenone) from the jungle area, have declined due to oversupply and falling world market prices.

Peru has a growing industry for the utilization of fish, shrimp, and lobster. This potential may be developed in the near future if projected processing and canning plants are installed.

Rich potentials in the jungle areas offer practically no incentives because of the inaccessibility of the region, heavy rains, and the lack of capital and stable labor.

There are potentials for export of citrus fruit, pineapples, nuts, and fibers but development will depend upon the ability of the country to plan and carry out a well-balanced program.

Exports of industrial products have no significance at this time.

various building trades. Architectural performance and engineering skills are sophisticated, particularly in the Lima area. However, evidence of these was similarly noted in the provinces, particularly in the north.

MODULAR STANDARDIZATION: Little, if anything, has yet been accomplished in this vital area, a precondition to any building program designed to make an appreciable dent in the housing backlog. Bricks, for example, will vary in size, requiring thick mortar joints slowing productivity and consuming excessive quantities of mortar. The explanation for this condition is the customary small scale of construction and the lack of inventory accumulations by local building material industries.

Price Range, Finance Terms

PUBLIC SECTOR: The Instituto de la Vivienda is attempting a low-cost housing program aimed at providing houses at a price of 30,000 soles ($1,122). To this end, several contractors were invited to participate in a pilot costing demonstration. Results of this trial are not yet available.

PRIVATE SECTOR: Private developers are making low-cost housing available at approximately 100,000 soles ($3,740.00). This figure does not include the price of land which ranges from 30% to 40% of the price of the structure. The profit to the builder is approximately one-third (gross, subject to various taxes, and overhead). Medium-priced houses in the $300,000 soles ($11,220) range are priced on the basis of a 25% gross profit. Financing is generally predicated on the basis of a one-third downpayment, with the balance repayable over a period of 5-6 years, at 12% per year. U.S.A. inspired, private organizations operating in the low-cost segment have recently liberalized the repayment period by extending it up to 20 years and reduced downpayment requirements. The financial support for these terms originates with U.S. Government lending institutions such as the Agency for International Development and the Export-Import Bank.

Export Leads for U.S. Materials

Except for high-priced luxury housing, obviously a very small portion of the total housing potential in Peru, little opportunity now exists for major exports to Peru. Moreover, the relative abundance of basic raw materials precludes the need for imports. Such products, accessories, tools, and materials that are not locally available tend to come from Japan, Italy, and Germay because of low prices.

By the same token, the manufactured home (prefabricated) industry in the United States can look to few opportunities in Peru to the extent that it relies on extensive use of wood framing and sheathing, unless it can be effectively demonstrated that these homes have superior earth-tremor resistance. Selected techniques may have licensing potential providing they tend to increase labor productivity with a minimum of capital investment.

Investment Leads for U.S. Builders

In spite of impressive figures indicating a large backlog of housing requirements, cognizance must be taken of the fact that the overwhelming majority of the population is not yet in the position to warrant housing credits from private sources, domestic or foreign.

Trade and Investment Opportunities In Peru Open to U.S. Businessmen

A VARIETY of trade leads for the U.S. supplier have been generated by the U.S. Resources and Trade Development Mission which has just returned from an extensive tour of Peru. Specialized U.S. industrial machinery and equipment is sought by Peruvian manufacturers and a number of agency opportunities are offered, including machinery, aircraft, foodstuffs, and cigarettes.

Opportunities for investment—through capital participation, licensing agreements, and technical assistance—also are proposed by Peruvian businessmen interested in expanding and diversifying their production lines.

These leads are only a part of those developed by the trade mission; others will appear in Foreign Commerce Weekly from time to time.

World Trade Directory Reports (WTD), if available on the firms listed, are indicated by date of issue. WTD reports, if not now available, will be prepared on request through the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., for $1 each.

In a few instances, indicated by a star (★), additional details on the trade leads which follow may be obtained from the Office of Trade Promotion, Bureau of International Business Operations.

Export Opportunities

108 Metal Mining Services

Interested in consulting services of **mining engineer.** Martinez & Linares S.A., 5016 Av. Benavides, Bellavista, Callao.

331 Steel

Seeks supplier for **galvanized corrugated sheet,** approximately 50 tons yearly; **concrete reinforcing bars,** approximately 200 tons yearly. Ferreteria Loza, Peru 320 and Ejercicios 202-A, Arequipa.

353 Road Construction Machinery, Equipment

Interested in purchasing all types of equipment related to highway and commercial building construction, including **rollers, tampers, trailers, shovels, and cranes.** A & F Wiese S. A., Lima. WTD 9/27/61.

355 Special Industrial Machinery, Equipment

Wants equipment to manufacture **cardboard from waste materials.** Cadena Envasadora San Fernando S. A., Fundo Las Quintanas, Trujillo.★

Wants plant to produce **round cans for tuna fish;** 300,000 to 600,000 capacity monthly. Cadena Envasadora San Fernando S. A., Fundo Las Quintanas, Trujillo.★

Wants complete **poultry dressing and freezing** line. Marrou & Co., Calle Coca, Psa. Acuna 123, Lima.

Wants to establish a plant for **bottled milk.** Wants offers for necessary equipment, stainless steel tank with mixer-homogenizer, bottle washer, filler-capper, and steamboiler and accessories; capacity 1,000 bottles an hour. IMEISA, Importaciones, Exportaciones, Intercontinentales, S.A., Jiron Lima 225, Iquitos.★

Interested in finding supplier of suitable machinery for plant with capacity of 2½ tons a day for **dehydrating vegetables and fruits.** Sur Agricola Industrial S. A., San Juan de Dios 400, Arequipa.★ WTD 2/24/59.

Interested in **packaging equipment for crackers** of various sizes and shapes. Sociedad Industrial del Sur, Ltda., Arequipa.

Interested in **bottling plant for mineral water,** capacity 3,000 bottles of ½ liter size an hour; must include carbonating equipment. Beneficiencia Publica de Arequipa, Agua de Jesus, Pizarro 318, Arequipa.

Needs **carding machines** for recovering fibers from Agave leaves; also carding machines and **bag-weaving machines** for Agave fibers. Crown Cork del Peru S.A., Aptdo. 1692, Lima.

Interested in **extrusion press** to extrude polyvinyl chloride sheets. Excel Products, S.A., Casilla 3506, Lima. WTD 11/8/60.

363 Household Appliances

Wants household appliances such as

(See Trade, page S-10)

Peru Abounds in Minerals, Sugar, Cotton, Timber

Peru is the fourth largest country by area and the fifth largest country by population in Latin America. Of a total population of approximately eleven million, about one-third can be called a consumer market. Two-thirds of the population are Indians who live under primitive conditions.

The productiveness of the rural population can be increased by agricultural reform, education, and technical assistance by the Government with outside aid. It will also require large investments for irrigation, land reform, communications, disease and pest control, and livestock improvements.

Peru is divided into three distinct geographical areas: The coastal belt extends from north to south and is bound in the west by the sea and in the east by the Andes Mountains. In the north, there are large sugar cane estates, cotton plantations, and mixed agriculture, centered around the valleys which drain the water from the mountains and thus furnish much needed irrigation. These are the areas of Piura, Chiclayo, and Trujillo.

In the Piura and Trujillo areas the agricultural land consists of large estates owned by a few families, producing mostly sugar and cotton. The Chiclayo area has a more favorable mixture of small- and medium-size agricultural enterprises.

The southern end of the coastal plains is mostly arid. However, there are several high valleys, the most important around Arequipa and Huancayo.

The second area of Peru is the Sierra or highlands, containing most of the rich mineral wealth. The population in the mountain area lives on a bare subsistance level. On the eastern slopes of the mountain are several agricultural centers which offer favorable conditions for development.

The third region is the Selva. It is a wide extension of tropical forest and jungle which comprises over 60% of the total surface of Peru and only 13% of the population. The area can be described as a drainage field for the eastern Andes with many rivers, all running into the mighty Amazon. While this area is rich in tropical plants, wood and fruit, it is nevertheless of very little importance to the economy. This is due to the low swampy ground, the lack of communications, the inaccessibility from the rest of the country, and the great distance from the Atlantic ocean.

Peru has developed a very sizeable export trade based on its agricultural and mineral wealth. The northern region of Peru produces some of the world's finest long staple cotton. Peru also has a well-developed sugar industry, primarily in the Trujillo and Chiclayo areas, which has increased its production due to the assignment of a larger quota from the United States. The northernmost part of Peru has the largest oil field on the west coast of South America.

The south of the country produces wool, especially fine vicuña and alpaca.

Peru has traditionally been an exporter of minerals and metal ores. The exports of copper, zinc, silver, lead are main sources of income for the country. Export figures for copper have risen sharply with the recently inaugurated operations of the new huge Toquepala Copper Mine developed by American companies with an investment of almost $235 million.

Another important export product which in dollar value is now even surpassing leading agricultural exports has been created by the fast growing fishmeal industry which is based on the rich anchovy fishing grounds along the Peruvian coast.

Peru thus has a base of wealth which is only partly explored and which will become more important when the country succeeds in realizing the great potential which it has in its undeveloped agricultural land, and in its large indigenous population.

MARKET FOR U.S. PRODUCTS IN PERU

Import pattern . . . distribution facilities . . . trade practices . . . market analyses for selected commodities

Supplement No. 1 to Part 1, World Trade Information Service

40 cents Published in July 1961. Available from Department of Commerce Field Offices or from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Trade . . .

(Continued from page S-9)

refrigerators, washing machines, air conditioners, kitchen appliances. Casa Persia, P.O. Box 1194, Lima.

371 Auto Spare Parts

Wants to import **automotive parts.** Ferreteria Loza, Peru 320 and Ejercicios 202-A, Arequipa.

373 Boats

Interested in **Fiberglas boats.** Excel Products S.A., Casilla 3506, Lima.

739 Business Services

Wants assistance in **market research and sales promotion,** also **technical assistance,** on methods of increasing capital by sales of shares to public **(canning of vegetables and fish products).** Cadena Envasadora San Fernando S.A., Fundo Las Quintanas, Trujillo.★

Agency Opportunities

200 Foodstuffs

Interested in becoming distributor of **canned vegetables and dairy products.** Luis C. de Freitas A., Casilla 180, Iquitos.

204 Prepared Feeds for Animals, Fowls

Wants to represent U.S. manufacturer of **animal and fowl feeds.** Panamericana de Representaciones S.A., P.O. Box 1001, Lima.

211 Cigarettes

Wants agency for first-class brand of **U.S. cigarettes.** Drogueria Kahan, S.A., Casilla 1380, Lima.

283 Drugs

Wants to represent U.S. manufacturer of **hair straightener.** Drogueria Kahan, S.A., Casilla 1380, Lima.

340 Fabricated Metal Products

Wishes to represent U.S. manufacturers of **builders' hardware, aluminum doors, windows, jalousies, glass doors,** and related items. Astra S.A., Av. Petit Thouars No. 259, Lima.

355 Special Industrial Machinery, Equipment

Wishes to represent U.S. **venetian blind material and folding door** manufacturers. Casa Persia, Ica 143, Aptdo. 1194, Lima.

Interested in agency for **brickmaking machinery.** Vitex S.A., Aptdo. 4869, Lima.

371 Motor Vehicles, Equipment

Interested in becoming distributor of **bus bodies.** Repuestos Panamericano, Huamanmarca 322, Huancayo.

372 Aircraft

Interested in agency for manufacturer of **small private-use airplanes.** Mavila Hnos., S.A., Colmena 760, Lima.

394 Toys, Amusement Goods

Wishes to represent U.S. manufac-

turer of toys for babies and children. Drogueria Kahan, S.A., Casilla 1380, Lima.

Investment Opportunities

019 Commercial Farms

Joint venture capital of $400,000 invited to continue production and expansion of 30,000 acres of agricultural land on the Huallaga River, department of Loreto, near Yurimaguas. Present production includes 400 acres of rice, 150 acres forage crops, 200 head of cattle, and lumber. Rice crop processed in own rice mill. Domingo Loero & Cia., S.A., Av. Tacna 592, Lima.

203 Fishmeal

Engineering firm seeks joint venture to establish plant for manufacture of fishmeal for human consumption. U.S. investor to supply equipment and know-how; equity position negotiable. Martinez & Linares S.A., 5016 Av. Benavides, Bellavista, Callao. WTD 12/6/54.

207 Confectionery

Manufacturer of chewing and bubble gum wishes to divest himself of this profitable business. Has 250 wholesale and retail accounts in Peru; products also sold by distributors in adjacent countries. Selling price of business $200,000. Fabrica de Chicles Glacial, Loreto 195, Lima. WTD 8/9/61.

226 Dyeing, Finishing Textiles

Company with 14 owned retail outlets and textile printing plant seeks joint venture with experienced textile firm capable of contributing technical know-how and equipment to produce printed textiles. Peruvian firm will contribute $50,000 of working capital and $180,000 in plant and equipment. Equities to be negotiated. Nicolas Abusadas e Hijos, Union 380, Lima.

236 Children's Outerwear

Manufacturer of children's clothing seeks license to make nationally advertised U.S. children's clothing. License to include design, technical help, production guidance, and advertising and promotion aids. Confecciones Emir S.A., Jiron Ica 338, Lima.

242 Sawmills

Furniture manufacturer seeks joint venture to establish sawmill in Oxapampa Province. Needs $100,000 and offers participation in management. Also desires $150,000 participation capital in existing furniture factory in which local investment is $400,000. Sociedad Maderera Ciurlizza Maurer S.A., Pacasmayo 299, Lima. WTD 1/21-60.

252 Office Furniture

Manufacturer of steel office and hospital furniture offers to sell business organized in 1953. Sales volume $300,000 a year; net earnings $90,000. Plant and real estate valued at $100,000. Sales price $250,000 plus inventory of about $100,000. Manufacturas Hercules S.A., Av. 28 de Julio 2428, Lima.

261 Pulp Mills

Trading company interested in joint venture to produce pulp from Cetico trees for newsprint. Raw material available and newsprint production proven. Company to be capitalized at $10 million; 30% to 50% Peruvian capital available. Wants joint venture with U.S. firm which can furnish know-how, management, equipment, and balance of capital. Power & Co., S.A., Lima 22-36, Iquitos.

282 Plastics

Peruvian group with capital is interested in joint venture to make foamed plastic. U.S. investors to contribute know-how and whatever other assets they desire on equity participation basis. Roberto Sarfaty y Cia. S.A., Aptdo. 605, Arequipa. WTD 2/2/59.

283 Drugs

Pharmaceutical manufacturer seeks licensing arrangement with U.S. pharmaceutical producer to make items in Peru to expand present ethical pharmaceutical line. Extensive distribution network in the Peruvian market can be provided. Farmaceutica Importadoras Peruana S.A., P.O. Box 1475, Lima.

287 Agricultural Chemicals

Distributors of alcohol and molasses interested in licensing arrangement or joint venture with suitable firm capable of contributing know-how for making products with bagasse, alcohol, molasses, rice hulls, or any combination of these materials. Union Distribuidora, S.A., Ascope 320, Lima.

344 Fabricated Metal Products

Engineering firm seeks license for manufacturing boilers, heat exchangers, water softeners, blowers, cyclone separators, air filters, and mechanical and pneumatic conveyor systems. Also interested in connections with U.S. engineering firms which can offer supplementary special engineering services for processing plants. Martinez & Linares S.A., 5016 Av. Benavides, Callao. WTD 12/6/54.

347 Enameling

Manufacturer of neon signs seeks joint venture to produce small- to medium-sized enameled products, such as signs. U.S. investor to contribute know-how and capital equipment; Peruvian to contribute operating capital, plant, and operating management. CEMSA-Mercantil, Av. Arenales 2037, Lima.

361 Electrical Transmission Equipment

Joint venture proposed for establishment of plant to produce electrical hardware and small transformers. Total capital requirements will be about $29,000 of which $14,000 will be furnished by the Peruvian investor in land and building. Luis Lucioni M., Casilla 138, Arequipa.

Conditions of Trade

PERU has a balanced and stable currency and its present administration is carrying out an austerity program to control inflation. Among all Latin American countries, Peru is one of the staunchest supporters of free enterprise and liberal trade. It is heavily dependent upon world market conditions for export of its basic commodities which exert a strong influence on its economy.

Imports are limited by the present credit restrictions and high interest rates of the Peruvian banking system.

Peruvian commerce is centralized in the capital city of Lima. There are a number of substantial import and trade companies with outlets in the major trading centers of the country.

Aside from certain high tariffs which have been established for protection of small industries, trade with Peru is entirely unrestricted. However, because of internal credit restrictions it is imperative to offer Peru liberal credit terms for its imports.

Peru has joined the Latin American Free Trade Association. While the proposed common market has not yet acquired any definite shape it will undoubtedly play an important role in the future trade position of Peru.

364 Electrical Lighting Equipment

Manufacturer of neon signs seeks joint venture with experienced U.S. firm to make fluorescent tubes. U.S. investor to furnish know-how and capital equipment; Peruvian group to provide plant, operating capital, and management. Neon Lux S.A.-Cemsa Mercantil, Av. Arenales 2037, Lima. WTD 7/31/62.

Another manufacturer of neon signs seeks joint venture or licensing arrangement to produce neon transformers, process neon tubing, flashers, and other components used in neon sign production. U.S. investor to provide or specifiy pertinent machinery. Frio-Lux Peru S.A., P.O. Box 1657, Lima. WTD 8/7/61.

366 Communications Equipment

Financial participation invited in electronic company, reportedly a leading manufacturer of broadcast, telegraph, and communications transmitters as well as other engineering products. Seeks additional capital to handle increasing sales volume, which amounted to $100,000 in 1960. Net worth of company $82,000. Cominco S.A., Jiron Puno 271-301, Lima. WTD 9/30/59.

PREPARING SHIPMENTS FOR EXPORT?

THE WORLD TRADE INFORMATION SERVICE WILL GIVE ANSWERS TO QUESTIONS ON SUBJECTS BELOW FOR 93 COUNTRIES

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- Financial documents
- Foreign government document requirements
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- Labeling, marking, and packing
- Entry of goods into foreign customs
- Warehousing abroad
- Transit provisions for exports
- Abandoned and reexported goods
- Government representation here and abroad

Reports with initial numbers 59, 60, and 61 may be purchased from the Superintendent of Documents, U. S. Government Printing Office, Washington 25, D. C. Reports with initial numbers up to 59 may be purchased from Sales and Distribution Office, U. S. Department of Commerce, Washington 25, D. C. All reports may be obtained from the Department's 34 Field Offices.

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- ☐ Bolivia, No. 61-44
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- ☐ Canada, No. 60-3
- ☐ Central African Rep. No. 55-96
- ☐ Ceylon, No. 57-64
- ☐ Chad, Rep. of, No. 55-96
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- ☐ El Salvador, No. 61-15
- ☐ Ethiopia, No. 57-20
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- ☐ France, No. 59-79
- ☐ Gabon, No. 55-96
- ☐ Germany, No. 60-56
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- ☐ Greece, No. 61-36
- ☐ Guatemala, No. 59-42
- ☐ Haiti, No. 57-37
- ☐ Honduras, No. 58-17
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- ☐ Nicaragua, No. 59-75
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- ☐ Portugal, No. 55-109
- ☐ Rhodesia & Nyasaland, Fed. of, No. 56-96
- ☐ Ruanda-Urundi, No. 57-91
- ☐ Saudi Arabia, No. 56-22
- ☐ Senegal, No. 61-55
- ☐ Singapore, No. 61-59
- ☐ South Africa, Rep. of No. 61-67
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- ☐ Switzerland, No. 59-5
- ☐ Syria, No. 55-91
- ☐ Sweden, No. 61-14
- ☐ Taiwan, No. 55-49
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- ☐ Tunisia, No. 58-64
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- ☐ Viet-Nam, No. 59-63
- ☐ Yugoslavia, No. 55-6

Name _____ Address _____

City _____ Zone _____ State _____

British Want Licenses For Machine Tools, Chemicals

Three British concerns are interested in licensing arrangements to produce industrial chemicals, engineering equipment, and machine tools.

● One company is interested in a licensing agreement with a U.S. concern requiring special capacity for machine tools and accessories or which would utilize their present plant equipment.

These precision and general engineers operate as a service organization to users of machine tools, press tools, jigs and fixtures, and special-purpose prototype machines. The company does not have a selling organization.

Write to Tennent Engineering Co., Ltd., Crown Point Works, Manchester Rd., Denton, Manchester, England.

● A manufacturer of tools, jigs, and machines for the engineering industry seeks a licensing arrangement to manufacture mechanical machining assemblies and special-purpose machines suitable for sale in Great Britain and oversea territories. The company would prefer a cash settlement basis for any agreement.

Write to Mr. E. H. Ferguson, General Manager and Director, Christchurch Engineering Co., Ltd., Broom Rd., Parkstone, Poole, Dorset, England.

● A manufacturer of chemicals and dyestuffs wishes a licensing arrangement with a U.S. firm for the production of suitable industrial chemicals in the United Kingdom. The company now produces a wide range of chemicals and maintains a worldwide selling organization equipped to serve Common Market countries. Write to A. H. Graville Williams, Joint Managing Director, Williams (Hounslow) Ltd., Greville House, Hounslow, Middlesex, England.

Australian Pressed Metal Company Plans To Expand

A pressed metal manufacturer wishes a licensing agreement with a U.S. firm in order to expand its operations. It anticipates acquiring new premises within a year.

The concern now manufactures peg board fittings, parts for stoves and outboard motors, and many other pressed metal products. It is initiating its own distribution systems and is particularly interested in producing builders' hardware, small appliances, and pressed metal novelty items.

Write to Fowler Tool & Engineering Pty., Ltd., 303 Victoria Rd., Merrickville, Sydney, Australia.

Indian Companies Ask Collaboration To Produce Pumps, Tools, Equipment

FINANCIAL and technical collaboration are sought in India for new companies to produce viscose rayon pumps and automotive and industrial tools and equipment.

● Technical collaboration from qualified American firms for the manufacture of viscose rayon spinning/metering pumps is being sought by a group of Indian businessmen.

The rapid growth of the Indian rayon industry has not been matched by corresponding development in the manufacture of machinery and equipment used by the industry, it is stated. Domestic demand for the pumps is expected to rise substantially as additional capacity already licensed for new fiber plants and expansion of existing units go into production.

Plans call for the promotion of a new public limited-liability company to undertake the project. Offers of financial participation from U.S. firms would be welcomed. The proposal reportedly offers a suitable investment opportunity because there is no other competitor in the field and the enterprise has the support of influential local businessmen.

Write to Mr. Vinay K. Shah, c/o Baroda Rayon Corp., Ltd., Great Western Bldg., 130-32 Apollo St., Bombay 1, India.

Fishing Concern in Kuwait Wishes Expansion Capital

A Kuwait fishing company is interested in enlarging its facilities and activities in the waters embracing the Persian/Arabian Gulf, the Gulf of Oman, and the Arabian Sea.

Major fishing industries in Kuwait have pooled their resources and 2 companies have been organized. Since the merger, 3 locally built trawlers have been purchased. It is hoped that at least 20 more fishing craft can be added to the fleet in the next 2 years.

The company would like to form a joint venture with a U.S. firm on a 50-50 partnership basis. It is believed the U.S. investment would approach $500,000, depending on the agreement made in regard to fully exploiting the potentials for tuna and mackerel fishing.

Write to Dr. Kahalil Osman Mahmund, Director, Arabian Fisheries Co., Kuwait, Kuwait. An early and incomplete report on Gulf fishing is available on a loan basis from the Office of International Investment, Foreign Investment & Licensing Division, U.S. Department of Commerce, Washington 25, D.C.

● An Indian importer and dealer in electrical equipment and accessories for automotive vehicles proposes a new concern to manufacture die-forged crankshafts, connecting rods, garage tools, and other articles for the automotive, railroad, and other industries.

The Indian firm solicits financial and technical collaboration from American concerns on mutually agreeable terms. An application has been submitted to the Government of India for the grant of an industrial license for the manufacture of die-forged items at a rate of 3,000 tons a year and certain garage tools at a rate of 500 tons a year.

About two-thirds of the capital will be raised by the firm and other businessmen supporting the project, the remaining one-third to be provided by equipment and technical know-how. Arrangements reportedly have been made to acquire a 20-acre plot of ground for the manufacturing plant.

Additional details on the project, a listing of necessary machinery, a detailed list of die-forged items proposed for manufacture, and a copy of the application for industrial license are available on loan from Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Direct inquiries to Mr. V. Kedia, Paramount Industrial Stores, 15 Ropewalk St., Fort, Bombay 1, India.

French Metal Product Firm Proposes Joint Venture

A French company offers 40% participation to an interested American firm in the manufacture of window raisers and metal-framed windows for buses, railroad cars, and buildings.

The firm is reported to have a modern plant and office premises as well as another manufacturing plant. Seventy workers are on the staff.

Annual business approximates $840,000. The firm has good sales contacts in France and the Common Market. U.S. participation is invited as the owner wishes to retire in 3 years.

Write Ets. A. Farnier, 11 & 13 rue J. B. Charcot, Courbevoie (Seine) France.

License Agreements Sought in Germany

Two manufacturing concerns in West Germany wish licensing agreements in order to produce solenoids or insulated cables.

● A manufacturer of washing machines, dryers, and tin-plated milk cans, wants a license to manufacture solenoids in order to round out its production program. It indicates that a good market for solenoids exists in Germany.

Write to Robert Thomas, Neunkirchen, Kreis Siegen/Westf., West Germany.

● Another firm seeks a licensing agreement with a U.S. company to produce insulated and plastic cables. The company now makes a wide range of these cables. The present high-level activity in the construction industry is said to have created a good demand for these products.

Write to Waskonig & Walter, 173 Schwelmer Strasse, Wuppertal-Langerfeld, West Germany.

A catalog describing their products is available on a loan basis from Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

West Indian Industrial Possibilities Named

Some 37 industries in the West Indies could present good investment opportunities, according to the Federal Development Loan and Guaranty Fund.

In September, according to local press reports, the Adviser to the Fund recommended the following industries—especially in the less developed teritories of the West Indies—as likely to be profitable ventures: Production of lard, margarine, soap, cornmeal, molasses, bakery goods, dairy products, , meat products, pharmaceuticals, plastic material, handbags, furniture, rum, metal stampings, boats, sanitary wares, doors, leather goods, buttons, belts, straps, suitcases, wallets, sandals, women's textiles, women's shorts and pants, garments, women's handbags, golf bags, and pulp of nutmeg for jam. Also included are the assembly of radios, watches, and bicycles; garages; sawmills; citrus canning; and laundry services.

The Adviser also suggested that interested groups should study local conditions of the recommended industries and investigate the Fund as a source of long-term, low-cost credit.

The Federal Development Loan and Guaranty Fund is a revolving fund of $2.2 million established by the West Indian and British Governments to provide long-term loans to private investors in the manufacturing and tourist industries.

For further information about the Fund and its operation, write to the Office of the Adviser, Federal Development Loan and Guaranty Fund, Federal House, Port of Spain, Trinidad.

Visitors . . .

(Continued from page 48)

Chicago, San Francisco, Detroit, Miami, Philadelphia, and Washington, D.C.

Guatemala

Ing. Jose R. Cortes, manager, Hielo de Guatemala, S.A., 18 Calle 22-79, Zona 10, Km. 5 Carretera al Salvador, Guatemala City, interested in cold storage **refrigeration machinery** and **ice-making equipment**; also seeks technical information. Scheduled to arrive sometime in Jan. via Miami for 3 weeks; c/o Julio Iglesias de la Torre, Laguna Island, 2535 Harbor Beach, Fort Lauderdale, Fla. Itinerary: Miami, New York, and State of Texas.

Israel

Ephraim Rubinstein, 11 Alonim St., Tel Aviv, General Manager of P.A.R., Ltd. (manufacturer of profiles), and Eng. A. D. Tchorz & Brother, Metal Works, Jerusalem, interested in connections with U.S. manufacturers of **prefabricated precast buildings, prefabricated aluminum buildings,** and suppliers (mills) of **steel sheets**; also interested in production methods and know-how and possible joint ventures with U.S. companies engaged in the above fields. Desire to visit factories including rolling mills producing profiles. Was scheduled to arrive latter part of Dec. via New York for 2 months; U.S. address: c/o S. Rubinstein, 325 E. 176th St., New York 57, N.Y. Itinerary: Detroit, Chicago, Cincinnati, Richmond, and possibly other cities.

Philippines

Leonardo Almanzor, representing Magdalena Apacible & Co., Inc., 2205 Dart, Malate, Manila, interested in entering into a manufacturing arrangement to manufacture **children's clothing** on a commission basis. Was scheduled to arrive Jan. 4 via Seattle for 6 weeks; c/o Philippine Consulate General, 350 Fifth Ave., New York, N.Y. Itinerary: New York and possibly other cities.

Republic of South Africa

Richard Katz, representing Katz Bros. Agencies (South Africa), Detroit House, 75 Castle St., P.O. Box 2573, Cape Town, interested in obtaining agencies for South Africa for U.S. companies producing all types of **cotton, rayon** and **manmade fiber piece goods** in plain and printed patterns for the men's, ladies', and juvenile clothing industry; **printed shirtings, printed dress materials,** and **foam-back materials.** Was scheduled to arrive Jan. 2 via New York for 2 weeks; c/o Albert Sulzbach, 900 West End Ave., New York 25, N.Y.

Indian Investment Center Announces New Projects

Some 20 private investment opportunities have recently been added to those available for reference at the Indian Investment Center in New York.

The new projects include mercury discharge and fluorescent lamps, wire ropes, high- and low-tension insulators, seamless tubes, malleable castings, expansion of iron casting capacity, roller bearings, electrolytic capacitors and resistors, antivalves, galvanized iron pipes and steel tubes, auto tires and tubes, cellulose acetate flakes and fibers, plate glass and hollow building glass, lightning arresters, precision tools and grinders, and paper.

The Indian Investment Center is designed to promote an inflow of foreign private capital into the country. Close contact is maintained with various Ministries of the Indian Government.

Direct correspondence to the Indian Investment Center, 630 Third Ave., New York 17, N.Y.

Advantages of Candy Plant In British Columbia Cited

A study of the potential for a chocolate and sugar confectionery industry in British Columbia has been issued by the Provisional Department of Industrial Development, Trade, and Commerce.

The report points out certain advantages for locating such an industry in British Columbia: (1) There is no such industry in Western Canada or the Northwest United States; (2) freight costs to expected markets are less than those from the Eastern United States and Canada; and (3) West Coast seaports provide British Columbian refineries with sugar at a minimum transportation cost.

A loan copy of the report is available from the Office of International Investment, Foreign Investment & Licensing Division, U.S. Department of Commerce, Washington 25, D.C.

Direct correspondence to the Bureau of Economics and Statistics, Department of Industrial Development, Trade, and Commerce, Victoria, B.C., Canada.

Turkeys' tobacco exports to the Soviet Union and other "bloc" countries in Eastern Europe totaled 19 million pounds in January-August 1961, the Foreign Agricultural Service reports.

Irish Economic Expansion Continues; Foreign Trade Hits Alltime High

DUBLIN.—Economic activity in Ireland continued high in the third quarter of 1961, and foreign trade reached record levels. The momentum that has been spurring the Irish economy since about mid-1959—and was particularly strong in the first 6 months of 1961—showed every sign of continuing.

The growth rate for 1961 is expected to be equal to or greater than the 1960 pace. However, the trade gap between exports and imports is substantially wider than in 1960, and a larger deficit is expected in Ireland's balance of international payments.

In view of the continual decline in prices abroad for agricultural exports, industrial production, at an alltime high in 1961, has become the principal pace setter for the overall economic growth. Output in the third quarter was at least as high as in the second, and the annual rate of increase is believed to be one of the highest in Europe. Most categories of manufactures increased substantially in the third quarter.

Industrial output is providing a continually increasing proportion of Irish exports, but the share of the output being consumed at home is increasing at a faster rate than the percent being exported. Inasmuch as much of the raw materials and component parts have to be imported for local fabrication, this enhanced availability of goods—backed up as it is by expanding consumer purchasing power—may well create strains upon the balance of payments.

Agricultural output has increased somewhat over 1960 levels; livestock and meat production and exports rose substantially, and wheat production was high although substantial losses were suffered toward the end of the harvest.

Export Possibilities Seen

The greater purchasing power available on the local market should open opportunities for increased sales of some American consumer goods. Though Ireland has a relatively high tariff, quality products promoted by good merchandising techniques should be able to penetrate this market. For example, U.S. products account for two-thirds of Irish imports of canned fruits despite their high basic price plus high duties. Other food products, especially specialty types such as cake mixes and canned goods not produced in Ireland, are believed to have possibilities.

Other products that may sell well despite high duties are nonelectrical novelty and labor-saving devices and certain plastic and synthetic textile fabrics and ready-made quality clothing, especially that made from synthetic fibers. Opportunities for greater imports of American special-purpose farm machinery and for fertilizers are seen by virtue of the country's continued agricultural development. The stimulation provided by the industrial development program in Ireland, as seen in the opening of more and more small factories, would presumably create demand for machinery and apparatus.

Irish Seek EEC Membership

The Irish application for membership in the European Economic Community (EEC) will be the subject of a preliminary meeting between Ireland and the Common Market countries in Brussels in January. Although no commitments have been made with respect to the terms of Ireland's possible adherence to the EEC, Ireland is expected eventually to be admitted as a full member, along with the United Kingdom.

The most important single concrete action taken by the Government to prepare the economy, especially its industrial sector, which is regarded as the most vulnerable to increased competition at home and abroad, for EEC membership has been the establishment of a Committee on Industrial Organization (CIO) located in the Department of Industry and Commerce. This body will examine the position of individual Irish industries and firms to determine their strong and weak points in the event of increased competition. It will also make recommendations regarding these industries' future organization to improve their competitive standing. Such recommendations are expected to focus on reducing competition domestically so that the industries may be in a stronger position with respect to imports and to take advantage of increased opportunities for exporting abroad.

Imports and Exports Gain

Irish trade expanded rapidly in the first 9 months of 1961, both imports and exports showing substantial gains over the corresponding 1960 period. In the third quarter there was the customary increase in exports and decline in imports. The July-September monthly value of imports was down to £20.7 million compared with £17.4 million in 1960, while exports increased to £16 million compared with £13.8 million (£1= US$2.80). This slowing down of the value of imports and acceleration of exports is expected to continue through much of the last quarter, although there is no indication that the trade gap or import excess that has been increasing will be substantially narrowed. On the basis of 9-month data, the overall gap now stands at £62.5 million compared with £55 million a year ago.

The value of Irish imports in January-September totaled £195.4 million compared with £165 million in 1960, while exports amounted to £128.7 million compared with £106.4 million. Reexports amounted to £4 million contrasted with £3.4 million.

Agricultural exports showed the most spectacular increase, while raw materials and manufactured goods rose more slowly. The decline in the value of new and second-hand automobiles exported was a major factor in the industrial sector. Exports of textiles, including clothing, increased by almost 25 percent over the 1960 period.

Import increases appear to have occurred mostly in goods for domestic consumption. The largest gains were in foodstuffs of various kinds; they include an increase of £2.6 million for wheat as a result of last year's disastrous domestic crop. Other items imported in much larger quantities were sugar, fresh fruit, coal, tobacco, tea, and textiles. Machinery and transportation equipment imports were up sharply; a disproportionate share in this category was accounted for by the jet aircraft delivered to Irish International Air Lines early in the year.

Quarterly or semiannual figures of the balance of payments are not issued by the Irish Government. The annual figures are expected to show some increase in the deficit on international account for the current year (the 1960 deficit was £8 million). Increased earnings from tourism and increases in private capital inflow will offset the increase somewhat, whereas Irish tourist expenditures abroad in 1961 will exert a counter influence.

U.S. imports of red meat in January-October 1961 were 17% higher than a year earlier, according to the Foreign Agricultural Service.

Improvement in Mexican Economy Seen As Retail Sales Increase

MEXICO CITY.—Indications of increased strength in some lines of business suggest that a modest improvement in the Mexican economy may occur in the next few months.

Department store sales through October apparently were slightly ahead of both September 1961 and October 1960 sales; leading lines were home furnishings, household appliances, and wearing apparel. Independent appliance dealers also noted some improvement. Automobile, office equipment, soft drink, and textile industry volume appeared equal to or better than in September.

The textile outlook was a little brighter because of a new trade agreement with Indonesia. Chemical sales, although reportedly off from September, were still above those of October 1960. Steel sales were reported somewhat ahead of September and above October 1960. Cement volume, however, was below both September 1961 and October 1960. Collections were slow, credit was tight, and new foreign investor interest was modest.

Industry Expands

Negromex, S.A., a carbon black firm established in February, offered 80,000 shares of common stock to the public in November; these shares, however, were for sale only to Mexicans. The Negromex plant in Salamanca, Guanajuato, will have an initial capacity of 15,000 metric tons and be in production by July 1962. Negromex estimates that consumption of carbon black will rise from 12,000 tons in 1962 to 23,000 tons in 1970. The Phillips Petroleum Co. (U.S.), which has a minority interest in the firm, will furnish patents, processes, and technical assistance under a 17-year contract.

Two Mexican firms announced plans to install plants to produce pulp from sugarcane bagasse. Cia. Industrial de Atenquique, S.A., a paper mill in Jalisco State, is constructing an $8 million plant, and the Zacatepec sugar mill in Morelos State will begin constructing a pulp mill by mid-1962. Both plants should be completed by the end of 1963.

The Mexican Association of Machinery Distributors meeting in Monterrey in October was addressed by the Minister of Industry and Commerce who announced the Government's intention to give all possible aid to establishment of manufacturing facilities deemed necessary and feasible. The Minister reported the Government's decision to produce wheeled agricultural tractors, of which about 5,000 are now imported annually. In his opinion, up to 70% of the component parts should be of domestic origin, and control of the company should be Mexican. Tractor importers were requested to submit proposals for manufacturing to the Ministry by November 30, 1961.

Currency in Circulation Declines

Currency in circulation declined slightly in October but was about 2% higher than at the end of October 1960. Reports indicate that bank deposits rose in September, although credit was generally tight in both September and October. The credit situation is primarily attributed to the movement of capital from Mexico in the spring of 1961, to poor business collections, and to the usual ceilings on credit maintained by the Bank of Mexico.

President Lopez Mateos at a luncheon with foreign correspondents reiterated that the stability of the peso has been maintained, and that Mexico's gold and foreign exchange reserves are adequate. He stated, too, that the Government has a general program for economic development, including plans for regional projects.

Nacional Financiera (NAFIN) announced that in the first 9 months of this year it had acquired $118.4 million in new foreign credits for the Government. Of this amount, $64.8 million have been expended. NAFIN estimates that about 87% of these credits will be used on public works, electricity, and transportation. NAFIN also announced that 98% of the "old" Mexican debt has been liquidated. During this first 9-month period $86.6 million were paid out on prior debt.

NAFIN reported that from January through September 1961, 1,055 million pesos in securities were issued by the public sector and 1,177.6 million pesos by the private sector. In the same months of 1960, 3,318.2 million pesos and 1,119.5 million pesos, respectively, were issued. Transactions handled by organized stock markets rose by 18% in the 1961 period over the 1960 period.

Imports, Exports Drop

Mexican imports in September—the latest month for which figures are available—totaled $89.6 million, a 1% drop from August imports and 6% below those of September 1960. Imports from the United States declined to $63.4 million in September 1961 from $67.9 million in August and $70.2 million in September 1960.

Total exports (revalued) in September fell off sharply to only $52 million from $67.4 million in August, and from $68.9 million in September 1960. Exports to the United States in September 1961 dropped to $27.3 million from $38.5 million in August, and from $45.5 million in September 1960. The decline in September reflected the virtual cessation of sugar exports to the United States and continuation of cotton exports at a reduced level. Increases in exports of hard-fibers, peanuts, and some fruits were offset by declines in cottonseed cake, honey, coffee, and sulfur.

The importance of promoting Mexican exports, particularly of manufactured goods, has been highlighted by a seminar under the auspices of the Association of Importers and Exporters. Prominent Government officials described ways of encouraging exports, and particular attention was directed to increasing shipments to other countries of the Latin American Free Trade Association (LAFTA).

The National Foreign Trade Bank announced extension of an import-export compensation technique to encourage exports of manufactured products and permit imports of goods of the same general types which are not yet, or cannot be, produced economically in Mexico. Under this arrangement, a manufacturer will be permitted to import products in his line which he is not able to produce economically, provided he exports an equivalent value of the same general kind of product made by him. The technique has been used in the chemical industry and will probably be applicable in such industries as office machines and appliances, which cannot soon produce all of the types of articles needed in Mexico.

A Japanese Trade Fair and National Exposition, scheduled to be held in Mexico City in December, will cover 7,000 meters in the City's National Auditorium. Japan is eager to expand its exports to Mexico, as it has an adverse trade balance with Mexico resulting largely from purchases of Mexican cotton.

A three-year commercial treaty signed by Mexico and Indonesia provides for Mexican exports of cotton cloth and yarn, and small quantities of gypsum and other products valued at $18 million annually. Mexico, in turn, will purchase rubber ($7.2 million annually), cinnamon, black pepper, tea, and nutmeg. The value of Mexico's imports from Indonesia in 1960 was $118,556; its exports to that country were $4,927,000.

Inauguration of the Ferrocarril de Chihuahua al Pacifico November 24 marks the realization of a project conceived in 1940 to close the gap between Creel and San Pedro by construction of a railway through the Sierra Madre Occidental mountains. The railway connects the City of Chihuahua, State of Chihuahua, with the Pacific port of Topolobambo, Sinaloa.

Naviera Turistica Mexicana, S. A. will establish passenger service on the Los Angeles-Mazatlan-Acapulco route beginning January 13, 1962. The new Mexican shipping company has acquired the vessel *Nassau* of 24,380 tons displacement; the vessel will accommodate 600 passengers and a crew of 300. Two round trips a month will be made between Acapulco and Los Angeles, with one-class service.

Mining Regulation Drafted

The draft of the long awaited regulation to the mining law of February 6, 1961, is reported to have been completed and delivered to the President. The regulation reportedly will require ownership of new mining companies and companies that Mexicanize to be represented by nominative shares, in order that Mexican control may be verified at any time. If this is true, the American Metals-Climax sale of its properties to Metalurgica Mexicana Penoles will be affected, as it was carried out on the basis of bearer shares. The requirement will make it more difficult to transfer a majority ownership in other foreign-controlled mining companies to Mexican nationals.

Nominative shares have been unattractive to Mexican investors for various reasons; they may now be even less disposed to invest in mining under such a requirement. Foreign-controlled mining companies have suspended negotiations to transfer majority ownership to Mexican interests pending publication of the regulation.

Agricultural Imports Low

Imports of agricultural products in the first 9 months of 1961 remained low except for powdered milk, sorghum grain, cottonseed oil, and tomatoes. These products increased as a result of encouragement by the Government of reconstituted milk, mixing of dry nonfat milk powder with coconut oil which is sold at low prices, shortage of feed grains, unusually low oil production in 1960-61, and tomato losses caused by excessive rains.

Negotiations commenced for a new United States-Mexico migrant labor agreement expected to be completed by January 1, 1962, when the present agreement expires. Braceros who went to the United States in 1961 are expected to total 300,000.—U.S. Embassy.

U.S. wheat exports to Brazil in July-October 1961 totaled 24.6 million bushels, more than double those in the previous season, according to the Foreign Agricultural Service.

Shipments to Italy and Spain were 9.5 million bushels larger than a year earlier; exports to North Africa (Algeria, Morocco, and Tunisia) were 12.4 million bushels, compared with less than a million during July-October 1960.

Economy Unsteady in Ecuador But Business Optimistic for Future

ECUADOR.—The third quarter in Ecuador like the preceding quarters of 1961 was overshadowed by discontent in many sectors of the economy and throughout the country.

Long delays in new economic development programs, higher taxes on consumer goods, the increase in advance prior deposits on imports, and the devaluation of the sucre were the main complaints affecting the shaky economy of Ecuador. These conditions, together with political events, resulted in the displacement of President Velasco in early November.

Thus, after approximately 15 months of economic development planning and effort under President Velasco's most recent term of office an abrupt change was effected in the national executive power and Carlos Julio Arosemena was sworn in as President of Ecuador by the National Congress on November 9.

The immediate reaction of the business community was one of optimism based largely on the conviction that the new cabinet would pursue policies to facilitate the return of business confidence.

Throughout the third quarter economic and commercial events moved at a slower and more uncertain pace than usual; nevertheless the economy showed strength and some signs of progress. Business activity was reasonably brisk.

Total Exports Decrease

Total exports for the first 9 months of 1961 ran about 17% below the figures for the like period of 1960. Third-quarter exports were at a relatively high level and likely will result in a contraction of Ecuador's normally favorable trade balance.

Exports in the quarter continued to lag behind the 1960 pace. Exports for the first three quarters of 1961 totaled $85.8 million, about 17% below the total of $103.7 million for the comparable period of 1960. Total import figures through September are not yet available. Imports through August, however, were higher than for the like period in 1960.

Although exports were slightly higher than those in the second quarter, there was no indication that devaluation of the sucre in July had greatly increased exports as had been hoped in some official quarters. Third-quarter banana and cocoa exports were lower than in the second quarter. Production setbacks, reduced demands, and unfavorable world market prices were given as the cause.

Banana and coffee exports for the first three quarters of 1961 were lower as compared with the like quarters in 1960. Banana exports were $51.7 million as compared with $61.8 million; coffee exports, $10.7 million compared with $16.3 million. Cocoa exports for this same period were $13 million compared with $16.2 million.

Industrial Projects Progress

Industrial projects progressed in the third quarter, and studies for new projects were undertaken. A new hydroelectric plant supplying additional power to Quito went into operation. Crude petroleum production continued slightly ahead of the 1959-1960 annual rates. In September, a call for bids was made for the construction of an oil pipeline between Santa Elena and Duran in the Guayas Province. The pipeline when completed will have a capacity of a million gallons a day.

Construction of the tire factory of the Ecuadorean Rubber Co. (affiliated with the General Tire & Rubber Co.) was well underway, and machinery for the plant arrived in Ecuador during the quarter. Also construction of the cement plant in Guapan was underway.

The volume of trade increased in some lines and decreased in others. Sales maintained a vigorous pace, although business felt the pinch of credit restrictions imposed by the Government in conformity with the agreement with the International Monetary Fund. This money shortage was a common complaint among businessmen and especially among importers of less essential products which by Monetary Board Resolution of August 17, 1961, require a 100% prior deposit. Businessmen had a feeling of caution and uncertainty and many desired to avoid long-term commitments in foreign currency.

In September, the 1962 draft budget was presented to Congress for approval. Proposed total expenditures of 1,921.9 million sucres (18 sucres=US$1) were 4% less than anticipated expenditures in 1961. Most of the 4% cut was in the investment subbudget. The result of the budget cut would mean that in 1962 Ecuador will depend more than ever on outside resources for public-sector investment funds. However, it is possible that the new President will find it necessary to increase the proposed budget.

With reference to development plans, no new external public loans were received during the quarter. The Government, however, has pending a number of loan applications with the U.S. Government and international lending agencies. These include applications for

(See Ecuador, page 58)

Licensing and Exchange Control Procedures Simplified by France

NEW regulations further simplifying import licensing and foreign exchange control procedures have just been issued by the French Ministry of Finance.

France's recent progress in trade liberalization led to this decision. About 63% of agricultural and 99% of industrial products imported from the United States and Canada now are liberalized.

Major revisions of existing regulations will provide a smoother flow of liberalized trade and ease the task of importers in executing import formalities. Foreign exchange involved in import transactions continues to be controlled by the Ministry of Finance through authorized banks. One of the basic formalities, in this connection, remains what is termed a "banking or import domiciliation."

To establish a "banking or import domicilation" the importer selects one of the authorized banks and submits to this bank import licenses, special authorizations, invoices, contracts, and other required documents. The bank then sets up a file on the basis of which it will be authorized to execute payments and control the transactions particularly with respect to the requirement that payments should correspond to the value of imported merchandise.

The revised system of import licensing and exchange controls, principal provisions of which are summarized below, remains divided into two major groups—liberalized products which may be imported without an import license and products subject to quantitative import license restrictions. Each of these two categories is further divided into the following subgroups: First, imports valued up to 10,000 new francs (approximately US$2,040); second, imports valued at more than 10,000 new francs. Somewhat different provisions apply to "special cases" requiring particular documentation and handling.

Liberalized Products

● *Imports valued up to 10,000 new francs:* Among the significant changes in the licensing system is the increase from 5,000 to 10,000 new francs (approximately US$2,040) of the value limit for imports for which the simplified procedure will apply and abolition of the import certificate and the automatic import license heretofore required for imports of liberalized products. It is estimated that during the year this step will eliminate about 250,000 import certificates and approximately 60,000 automatic licenses established by importers.

Under the simplified procedure for low-value imports foreign exchange transfers in payment for such shipments will be made by the authorized bank on presentation of a final invoice certified by French customs authorities. "Banking domiciliation" will not be required, except when certain financial operations must be executed prior to clearance of goods through customs. Such operations include opening of a letter of credit, purchase of foreign currencies for the account of the importer to be used in payment of the transaction, and transfer of foreign exchange. To establish "banking domiciliation" the importer will submit to the authorized bank two copies of a commercial contract or similar document indicating the country of origin.

● *Imports valued at more than 10,000 new francs:* Importers remain under obligation to establish a "banking domiciliation" with an authorized bank, as a basis for banking operations connected with the transaction, and submit to this bank two copies of the invoice or commercial contract indicating the country of origin of the merchandise.

The customs will clear the goods on the basis of an invoice and a customs declaration. After clearing the imports, customs will transmit a copy of the customs declaration to the authorized bank for the purpose of control of the foreign exchange transfer made in payment of the import transaction.

Nonliberalized Products

On products still subject to quantitative import restrictions the current import licensing procedure remains substantially unchanged. Import licenses issued by the Ministry of Finance will be required for these products, involving principally agricultural commodities, a limited number of state traded items, such as energy sources, and relatively few industrial products. Formalities depend on the value of imports and comprise two groups—up to 10,000 francs and more than 10,000 francs.

● *Imports valued up to 10,000 new francs:* The simplified treatment for low-value liberalized imports also is extended to imports of nonliberalized products. French customs will clear the goods on the basis of an import license, an invoice indicating the country of origin, and a customs declaration. Transfers in payment for such shipments will be made by the authorized bank upon presentation of a final invoice certified by French customs. "Banking domiciliation" will not be required, except when opening of a letter of credit, purchase of foreign currencies, or transfer of foreign exchange takes place prior to the clearance of goods through customs. To establish "banking domiciliation," when required, the importer will submit to the bank one copy of the import license and two copies of a commercial contract or similar document indicating the country of origin.

● *Imports valued at more than 10,000 francs:* As for liberalized products, the importer remains under obligation to establish a "banking domiciliation." He submits to the bank two copies of a contract, invoice, or order confirmation, indicating the country of origin, and three copies of the import license. The bank returns one copy of the invoice or contract and two copies of the import license to the importer for use in clearing the goods through customs.

Filing of the customs declaration also is required by customs. After clearing the imports, customs will transmit a copy of the customs declaration to the authorized bank for the purpose of control of the foreign exchange transfer made in payment of the import transaction.

Special Cases

● *Preliminary transfer authorizations for liberalized products:* As a general rule foreign exchange payments for imports are authorized and carried out only if the merchandise has already been shipped from the exporting country. Sometimes, however, transfers of funds are handled under "Preliminary Transfer Authorizations" issued by the Ministry of Finance to facilitate the placing of orders for a few specifically listed raw materials, semifinished products, or capital goods requiring considerable time to fill; such authorizations and copies of orders, contracts, and related documents, will be required by the bank to establish the "banking domiciliation." On that basis the bank will be empowered to transfer foreign exchange in payment of the import transaction.

Technical authorization: The importation of a limited number of liberalized products remains subject to prior approval by a competent government technical service or by an interested trade association. This approval formerly was stamped on the import certificate or the automatic import license. As these documents are being abolished, the new regulations provide for the issuance of a document called an "AV" import attestation to be used for recording the requisite approval. Following approval, the document is presented first to the bank where the importer already established a "banking domiciliation" and then to customs together with invoice and customs dec-

(See France, page 55)

Mexico Expands Prior Import Permit List

Mexico has added a number of items to the list of products requiring a prior import permit from the Ministry of Industry and Commerce.

Clothes washers, wringers, pressure filters, trisodium phosfate, acetic acid, hollow drill steel and bits therefore, automobile horns, plastic-covered gloves, and rice are included. Tariff items affected are as follows:

Effective October 31, 1961:

715.03.01. Clothes washing machines, weighing over 100 but not over 800 kilograms.
715.03.03. Same, weighing over 800 kilograms.
715.16.00. Machines for laundries and drycleaning establishments, for wringing clothing, commercially called extractors (centrifuges), weighing up to 1,500 kilograms.
715.16.01. Same, weighing over 1,500 kilograms.
718.00.02. Pressure or vacuum filters of any kind, weighing over 100 kilograms. (Import control applies to pressure filters used in commercial laundries and drycleaning establishments.)

Effective December 6, 1961:

500.30.14. Tribasic sodium phosfate (trisodium phosfate).
501.00.00. Acetic acid, even if denatured.
717.06.00. Pedal or lever-operated machines for weaving articles of knit fabric.
742.02.00. Hollow steel for drills.
742.02.08. Steel bits with toothed ends for use with the hollow steel covered by classification 742.02.00.

Effective December 8, 1961:

762.02.03. Electric horns of any kind, and separate parts therefor, for automobiles, except sirens.
814.03.00. Gloves of fabrics of any kind, with palm, back, and fingers completely covered with synthetic resins.

Effective December 9, 1961:

050.00.00. Rice.

—Diario Oficial, October 31 and December 6, 8, and 9, 1961.

France . . .

(Continued from page 54)

laration required for clearing the merchandise.

● *Preliminary authorization for nonliberalized products:* A procedure similar to that outlined under Preliminary Transfer Authorizations is applicable also to imports still subject to quota restrictions.

Additional information concerning the new regulations, which were published in Journal Official of November 25, 1961, and effective January 1, 1962, may be obtained from the European Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

U.S. wool imports during January-October 1961 were up 8% over imports in the like period of 1960, according to the Foreign Agricultural Service.

Mexico Grants Subsidy To Coffee Exporters

Mexico has granted coffee exporters a subsidy, or reduction in the applicable ad valorem export duty, on hulled raw coffee beans (classification 081-01-00), varying in accordance with world price fluctuations. These reductions in duty range from zero, when the world price per 46 kilograms (1 kilogram=2.2 lb.) is US$40.01 or above, to 100% when the price is US$27.50 or under.

The ad valorem portion of the Mexican export duty on hulled raw coffee beans is 25%. In addition, there is a specific duty of 0.26 peso (1 peso=US$0.08) per gross kilogram.

Benefits of the export duty reduction, which became effective November 5, 1961, are to remain in force through December 31, 1962, subject to such modifications deemed necessary because of changing circumstances.—Diario Oficial, November 14, 1961.

Argentina Amplifies Decree For Industrial Promotion

BUENOS AIRES.—The Argentine Government has issued an executive decree to amplify Decree 6130/61 for the promotion of selected industries in Patagonia and Tierra del Fuego (FCW, Sept. 18, 1961, p. 20). Decree 6130 authorizes special tax and importation benefits for approved investments in metals, chemicals, fish processing, and woolen textiles. The geographical area covered by the decree is that part of lower Argentina south of the Colorado River.

The new decree adds the districts of Peulen, Curaco, Lihuel-Calel, and Caleu-Caleu, all in the southern portion of La Pampa Province, to the geographical area covered by Decree 6130. The explanation is given that the Colorado River basin constitutes an indivisible economic unit, rational development of which requires the application of integral treatment.

The new decree also adds three other industrial branches to those listed under Decree 6130 as eligible for the special investment privileges. These are: Extraction and processing of minerals, excluding petroleum, gas, and derivatives; impregnation, hardening, and artificial drying of wood; and shipbuilding and boat repair.—U.S. Embassy.

Iran's dried apricot exports in 1960-61 totaled only 3,700 tons, the Foreign Agriculture Service reports.

Investment Rules Clarified by Spain

MADRID.—All foreign commercial companies and agencies established in Spain as well as industrial companies now are subject to the provisions of the decree law of July 27, 1959, which regulates foreign participation in Spanish enterprises.

If a prospective foreign investor is a resident of Spain, however, he may establish an individual business involving capital by registering his business with the Mercantile Register. In this instance, he is not subject to the investment law, but neither is he guaranteed transfer of profits or capital. The law is not clear on this matter; therefore, it is recommended that such transactions be reported to the Registro General de Valores y Participaciones (Stock Exchange Register) for recording purposes. This record will aid in the transfer of profits or capital if later desired.

The regulations concerning repatriation of capital have been clarified. Capital invested in preferred enterprises may be repatriated after 2 years of normal operations. The repatriation may be completed within the following 2 years. Capital investments in nonpreferred enterprises may be repatriated within the 4 years following 2 years of normal operations.—U. S. Embassy.

Holders of the Department's publication, Establishing a Business in Spain, World Trade Information Service report, part 1, No. 61-7, March 1961, should note paragraph 1, above, by striking out the last sentence of the first paragraph on page 1. Paragraph 3, above, clarifies paragraph 6 on page 1, while paragraph 2 above should be added to page 1 of the WTIS publication.

New Labor Bill Drafted By Hong Kong Government

HONG KONG.—A labor bill has been drafted by the Hong Kong Government which, when promulgated, will constitute a modest step toward bringing the Colony's labor legislation up to the standards of Western industrial nations.

The bill, entitled Industrial Employment (Holidays with Pay and Sickness Allowance) Ordinance, 1961, applies to all workers earning less than US$123 a month and contains two major innovations—a provision for 6 paid holidays a year and 12 days of sick leave a year with half pay.

In effect, the bill merely formalizes what already has been the customary practice of most large manufacturers in past years, but some of the smaller factory owners have criticized the bill on the grounds that it will increase production costs and thus harm the Colony's industry.—U.S. Consulate General.

Mexico Establishes New Import Tariff Classifications; Changes Some Duties

MEXICO has established new import tariff classifications for lithium salts, bismuth salicylate, and various types of machinery, including machinery for the textile and metal products industries.

Import duties have been increased on grain mill machinery and reduced on unspecified preparations and products for the glass and metal products industries.

Items affected, their duties, specific in pesos per gross kilogram unless otherwise specified, and percent ad valorem, are as follows (1 peso=US$0.08):

Effective October 28, 1961:

500.32.06. Lithium salts combined with any mineral acid: 0.30 per legal kilogram and 20%.

501.16.16. Salicylate of bismuth: 0.20 per legal kilogram and 20%.

512.02.02. Colors of all materials in collapsible tubes of all kinds, weighing with the immediate container up to 200 grams: 0.30 and 20%.

540.00.05. Essential oil of mint, natural or artificial: 2.50 per legal kilogram and 20%.

715.01.04. Machines and apparatus of any system for manufacture of artificial or synthetic fibers: 0.40 and 12%.

715.01.05. Machines and apparatus of any system for opening, dispersing, fulling, cleaning, or transporting fibers or cloth wastes used as raw materials in the textile industry: 0.40 and 12%.

715.01.06. Machines and apparatus for carding or combing hard vegetable fibers: 0.03 and 10%.

715.01.07. Machines and apparatus for carding or combing soft vegetable fibers: 0.03 and 10%.

715.01.08. Machines and apparatus for carding or combing animal fibers: 0.03 and 10%.

715.01.09. Machines and apparatus for carding or combing artificial or synthetic fibers of any origin: 0.03 and 10%.

715.01.10. Machines and apparatus for fabricating, by twisting, yarns, threads, or cords from hard vegetable fibers: 0.03 and 10%.

715.01.11. Machines and apparatus for fabricating, by twisting, yarns, threads, or cords from tops of soft vegetable fibers: 0.03 and 10%.

715.01.12. Machines and apparatus for fabricating, by twisting, yarns, threads, or cords from tops of animal fibers: 0.03 and 10%.

715.01.13. Machines and apparatus for fabricating, by twisting, yarns, threads, or cords from tops of artificial or synthetic fibers of any origin: 0.03 and 10%.

715.01.14. Machines and apparatus for rolling, winding, or coiling fibers, yarns, or threads of any kind whether for retail sale or for operations in the textile industry: 0.03 and 10%.

715.01.15. Machines and apparatus for sizing, bleaching, dye-fixing, stretching or similar operations, for woven goods of any kind: 0.40 and 12%.

715.01.16. Machines and apparatus for dyeing woven goods of any kind: 0.40 and 12%.

715.01.17. Machines and apparatus for the manufacture of fabric from hard vegetable fibers and manufactures thereof: 0.03 and 10%.

715.01.18. Machines and apparatus for the manufacture of fabric from soft vegetable fibers and manufactures thereof: 0.03 and 10%.

715.01.19. Machines and apparatus for the manufacture of fabric from animal fibers and manufactures thereof: 0.03 and 10%.

715.01.20. Machines and apparatus for the manufacture of fabric from artificial or synthetic fibers of any origin and manufactures thereof: 0.03 and 10%.

715.01.21. Machines and apparatus for the manufacture of knit fabrics from soft vegetable fibers and manufactures thereof: 0.03 and 10%.

715.01.22. Machines and apparatus for the manufacture of knit fabrics from animal fibers and manufactures thereof: 0.03 and 10%.

715.01.23. Machines and apparatus for the manufacture of knit fabrics from artificial or synthetic fibers of any kind and manufactures thereof: 0.03 and 10%.

715.01.24. Machines and apparatus for the manufacture of fabrics commercially known as blonde, lace, or tulle from soft vegetable fibers and manufactures thereof: 0.03 and 10%.

715.01.25. Machines and apparatus for the manufacture of fabrics commercially known as blonde, lace, or tulle from animal fibers and manufactures thereof: 0.03 and 10%.

715.01.26. Machines and apparatus for the manufacture of fabrics commercially known as blonde, lace, or tulle from artificial or synthetic fibers of any origin and manufactures thereof: 0.03 and 10%.

715.01.27. Machines for manufacturing felts from any kind of fiber: 0.03 and 10%.

715.01.28. Machines and apparatus for felting or raising the nap on fabrics of any kind of fiber: 0.40 and 12%.

715.01.29. Machines and apparatus for sizing, desizing, dye-fixing, bleaching, washing, or similarly preparing fabrics of any kind of fibers: 0.40 and 12%.

715.01.30. Machines and apparatus for uniformly dyeing fabrics of any kind of fiber: 0.40 and 12%.

715.01.31. Machines and apparatus for stamping, by any process, fabrics of any kind of fiber: 0.40 and 12%.

715.01.32. Machines and apparatus for damping, stretching, or ironing fabrics or cloths of any kind of fiber: 0.40 and 12%.

715.01.33. Machines and apparatus for singeing or scorching of any kind used in the textile industry: 0.40 and 12%.

715.01.34. Machines and apparatus for marking, by any process, products of the textile industry: 0.40 and 12%.

715.01.35. Machines and apparatus for rolling, folding, or packing products of the textile industry: 0.40 and 12%.

(Classifications 715.01.00, .01, and .02, covering carding, spinning, and weaving machinery, all dutiable at 0.03 and 10%, have been canceled.)

715.08.16. Machines and apparatus for humidifying the atmosphere used in various industries: 0.50 and 12%.

715.08.17. Absorbing machines and apparatus equipped with filters or special purifying attachments used in sanatoriums, various industries, and mining for purifying the atmosphere, provided they weigh over 50 kilograms, except those covered by classification 741.00.01: 0.50 and 12%.

715.10.13. Machine tools for defibering and chipping wood: 0.50 and 12%.

715.11.24. Mechanical drills weighing over 50 kilograms each: 0.50 per legal kilogram and 12%.

715.11.25. Machines or apparatus for galvanizing, tinning, or coating with other metals whether by the electrolytic system or by immersion: 0.50 per legal kilogram and 12%.

715.11.26. Machines for manufacturing metal cloth, soldered or unsoldered: 0.50 per legal kilogram and 12%.

715.11.27. Machines for manufacturing metallic cables, uninsulated: 0.50 per legal kilogram and 12%.

715.11.28. Machines for manufacturing metallic washers, staples, tacks, screws, nuts, or nails: 0.50 per legal kilogram and 12%.

715.11.29. Machines for calibrating diamond or tungsten carbide dies used in wire drawing: 0.50 per legal kilogram and 12%.

715.11.30. Machines or apparatus for descaling metallic objects by chemical or mechanical processes: 0.50 per legal kilogram and 12%.

715.11.31. Machines for rolling metallic wires: 0.50 per legal kilogram and 12%.

715.11.32. Machines for manufacturing insulated metallic wire and cable: 0.50 per legal kilogram and 12%.

735.06.06. Apparatus and machines for welding by any electrical system: 0.10 and 10%. This classification has been canceled.

Effective October 29, 1961:

714.00.00. Flour agitating apparatus used in grain mills: 0.20 and 25% (0.10 and 10%).

714.00.01. Dust collectors used in grain mills: 0.20 and 25% (0.10 and 10%).

714.00.03. Apparatus for modifying the physical constitution of compressed products, commercially called polishing detachers, used in grain mills: 0.20 and 25% (0.10 and 10%).

714.00.04. Vertical and horizontal centrifugal brushes for products derived from grain milling: 0.20 and 25% (0.10 and 10%).

714.00.05. Sifters for flour and similar products used in grain mills: 0.20 and 25% (0.10 and 10%).

714.00.06. Sieves or separators for cleaning grains and seeds, used in grain mills: 0.20 and 25% (0.10 and 10%).

714.00.07. Elevators for feeding and transporting products in grain mills: 0.10 and 10%. (This classification has been canceled).

714.00.08. Flour and bran packers, used in grain mills: 0.20 and 25% (0.10 and 10%).

714.00.09. Finishers of adhered products derived from grain milling: 0.20 and 25% (0.10 and 10%).

714.00.10. Grain washers even with dryers or stone removers, used in cereal mills: 0.20 and 25% (0.10 and 10%).

(See Mexico, page 58)

STATISTICAL REPORTS

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Jamaica Amends Import License List

The Jamaica Board of Trade has placed certain synthetic foam and latex and synthetic foam rubber imports under specific import licensing and rewritten the paragraphs of the required import license schedule concerning soap substitutes and drug imports.

Effective from September 11, 1961, a specific import license is required to import into Jamaica synthetic foam and latex and synthetic foam rubber in sheets, blocks, and slabs, whether cored or not, in sizes 2 by 4 feet and over.

The schedule's paragraph pertaining to drugs has been changed so as to bring under specific import licensing preparations and combinations, as well as tablets, composed of the following chemical compounds:

Aspirin (including granulations or dilutions) with or without caffeine and/or phenacetin and/or codeine; sulfadimidine, sulfathiazole, phenobarbitone; hydrogen peroxide; rubbing alcohol; reserpine; meprobamate; and piperazine (salts and derivatives).

Soap substitutes subject to specific import licensing were not spelled out in detail until the amendment of the Open General License on September 11, 1961. Now, the revised paragraph 43 reads: Synthetic detergents of the anionic, cationic and nonionic types including but not limited to:

1. (a) Sulfated alcohols, sulfated olefins, sulfated monoglycerides, sulfated amides, alkyl aryl polyether sulfates, alkyl sulfonates, heterocyclic compounds; (b) tertiary amines, heterocyclic amine condensates, quaternary ammonium compounds; (c) fatty acid-alkanolamine condensates, ethylene oxide-fatty acid condensates, alkyl aryl polyether alcohols, ethylene oxide-fatty alcohol condensates, polyoxyethylene thioethers, propylene glycolethylene oxide condensates.

2. Compounds or blends of one or more of the above mentioned products with alkaline detergents, builders or soap, in blocks, slabs, bars, pastes, powders, flakes, granules or the like or in liquid form, whether scented or not, which can be used as substitutes for soap in the herein described forms, but excluding dental creams, shaving creams, shampoos, and scouring cleansers containing not less than 85% of insoluble siliceous matter, imported in retail, consumer packages.

Iraq Implements Law On Commercial Agencies

BAGHDAD.—Regulations have been issued to implement the law on Commercial agencies in Iraq.

Under this legislation, all commercial agencies in the country will be confined to Iraqi nationals or to companies having a majority of their shares in Iraqi hands. Exempted from this provision are export agencies as well as agencies handling goods requiring maintenance and servicing, whose management calls for special technical experience lacked by Iraqis.

A 6-month grace will be granted foreign-owned agencies importing motor vehicles, heavy equipment, industrial and agricultural machinery, and motors. Agencies owned by non-Iraqi Arabs will be treated separately.

Some 663 trade agencies, primarily British-owned, are affected by the new regulations issued on December 5 by the Iraqi Ministry of Commerce to implement Law No. 23 of 1960.—U.S. Embassy.

El Salvador Sets Tax On Jute Bag Imports

SAN SALVADOR.—El Salvador has established an import tax of 0.25 colon (US$0.10) on each pure or mixed jute bag or sack that is imported or manufactured locally. The tax also is established on the quantity of imported raw material used in the manufacture of each bag or sack.

The law, Decree No. 355, which became effective 8 days after its publication on October 27, 1961, requires the tax to be paid on the corresponding import customs declaration. The law cites the duty of the State to stimulate increases in national industrial production and the conservation of foreign exchange as reasons for the action.

Import duty on jute bags and sacks remains unchanged at $15 per 100 gross kilograms and 15% ad valorem.

Licensing and regulation of importation of sacks of jute or other similar fibers either separate or as containers for fertilizers, insecticides, chemical products, forage, and components of the same, are vested in the Ministry of Economy by Decree No. 295, published on September 20, 1961, and effective 8 days later.—U.S. Embassy.

Netherlands Raises Quotas On Some Duty Free Alloys

THE HAGUE.—The quotas for duty-free importation of ferrosilicon and ferrous silicomanganese have been increased by the Netherlands Ministry of Finance.

The annual quota for ferrosilicon was increased from 2.6 million to 3.5 million kilograms and the quota for ferrous silicomanganese from 420,000 to 600,000 kilograms, effective December 1, 1961. —U.S. Embassy.

Austria Cuts Tariffs On Industrial Items

Austria has reduced its tariffs on a large number of industrial commodities by about 10%, effective January 1, 1962.

Approximately 1,180 positions in the tariff schedule are affected, all in the industrial sector. Tariffs on agricultural imports are not affected, or those on some iron and steel products falling under the jurisdiction of the European Coal and Steel Community.

The duty reduction is part of the Austrian Government's price stabilization program, its aim being to dampen inflationary tendencies in Austria by making imports cheaper. The impact of the move on U.S. exports to Austria is expected to be modest, as duties have been a minor obstacle to U.S. goods entering the Austrian market. The chief obstacle has been quantitative restrictions.

Austria has announced that, effective January 1, it also would remove some of the remaining quota restrictions on imports. This action will bring the level of import liberalization applying to U.S. goods from the present 91% to 93% based on 1953 values.

Argentina Allows Reduction In Basic Bank Reserves

BUENOS AIRES.—A temporary reduction of 4 points in the basic reserves which banks are required to hold against sight obligations was authorized by the Argentine Central Bank on November 30.

The reserve requirements, however, will be restored to previously existing levels by increases of 2 points each on March 1 and April 1, 1962. Thus, for banks in the Federal capital (Buenos Aires), the basic reserve requirement will be 26% from December 1, 1961, through February 28, 1962; 28% during March 1962; and 30% from April 1, 1962, forward. For other banks, the comparable figures are 21%, 23%, and 25%.

From the timing and form of the Central Bank's action, it is generally considered an effort to assist the commercial banks in meeting the heavy cash demands which usually take place at the end of the year, principally to pay the extra month's salary to workers as required by law.—U.S. Embassy.

German Import Quota Set for Canned String Beans

BONN.—The Federal German Government has announced a new quota of an undisclosed quantity for canned string beans in retail sized containers from the United States and other countries.

Applications for import licenses will be accepted until March 20, 1962, and final customs clearance for the product must occur prior to April 1, 1962.—U.S. Embassy.

GATT . . .

(Continued from inside front cover)

pursuant to this article, arrangements have sometimes been made by a separate agreement for a country (e.g. Switzerland in November 1958) to accede provisionally to the GATT or otherwise to participate in the work of the Contracting Parties (e.g. Yugoslavia).

Article XXXIV: Annexes.—Article XXXIV incorporates the annexes to GATT as an integral part of the agreement.

Annexes A to F list the territories referred to in article I (paragraph 2) for which existing preferential arrangement can be continued as an exception to the general most-favored-nation obligation.

Annex G lists the dates for establishing maximum margins of preference for certain countries which chose dates other than April 10, 1947, as provided in article I (paragraph 4).

Annex H gives the percentage shares of world trade of each of the contracting parties, for the purpose of determining when GATT will enter into force definitively under article XXVI.

Annex I contains a number of important notes and supplementary provisions. For example, there are agreed definitions and explanations of certain words and phrases used in the articles.

NOTE: Annex J, which was deleted February 15, 1961, contained an alternative set of rules governing the application of discriminatory import restrictions for balance-of-payments reasons by countries electing the so-called "Geneva option" under paragraph (d) of article XIV as that article read prior to its amendment on February 15, 1961.

Article XXXV: Nonapplication Between Particular Contracting Parties.—Article XXXV permits a contracting party to withhold the application of its schedule of tariff concessions, or of the entire agreement, from another contracting party with which it has not entered into tariff negotiations.

There are 14 contracting parties which continue to invoke article XXXV against Japan, thereby declining to undertake GATT obligations toward Japan, although 9 of them in fact accord most-favored-nation treatment to that country.

Ecuador . . .

(Continued from page 53)

a highway loan; for grain storage facilities, sewage, housing, water supply, and agricultural development. Technical assistance activity under the direction of the United States Operations Mission also increased during the period.

Notwithstanding the official figures showing a decline in the indexes for the cost of living, most Ecuadoreans indicate that living costs rose in the quarter.

Mexico . . .

(Continued from page 56)

714.00.11. Mixers of grains and grain products, used in cereal mills: 0.20 and 25% (0.10 and 10%).
714.00.12. Measurers used on grain and flour mixing machines, weighing up to 100 kilograms each: 0.10 and 10%. (This classification has been canceled.)
714.00.13. Measurers, distributors, and feeders for mixing grains and grain products, used in cereal mills: 0.20 and 25%. (Formerly read, "Measurers used on grain and flour mixing machines, weighing over 100 kilograms each," dutiable at 0.10 and 10%.)
714.00.14. Grain polishers and separators, used in cereal mills: 0.20 and 25% (0.10 and 10%).
714.00.15. Flour and semolina purifiers, used in grain mills: 0.20 and 25% (0.10 and 10%).
714.00.16. Cyclone collectors for sucking and collecting dust in grain mills, weighing up to 100 kilograms: 0.10 and 10%. (This classification has been canceled.)
714.00.17. Cyclone collectors for sucking dust, used in grain mills: 0.20 and 25%. (Formerly read, "Cyclone collectors for sucking and collecting dust in grain mills, weighing over 100 kilograms each," dutiable at 0.10 and 10%.)
714.00.18. Sleeve collectors for sucking dust, used in grain mills: 0.20 and 25% (0.10 and 10%).
714.00.19. Air scoops for dust collectors and pneumatic separators used in grain mills: 0.20 and 25% (0.10 and 10%).
714.00.20. Grain sprinklers and humidifiers, used in cereal mills: 0.20 and 25% (0.10 and 10%).
714.00.21. Centrifugal grain dryers, used in cereal mills: 0.20 and 25% (0.10 and 10%).
714.00.22. Elevators and conveyors for grains and grain products used in cereal mills: 0.20 and 25% (0.10 and 10%).
714.00.23. Thrashers for chaff derived from cleaning grain, used in cereal mills: 0.20 and 25% (0.10 and 10%).
741.03.05. Calibrated spheres of iron or steel up to 1 centimeter in diameter, used in ball bearings: 0.15 and 8%.
741.03.06. Same, over 1 and up to 5 centimeters in diameter: 0.15 and 8%.
741.03.07. Same, over 5 and up to 10 centimeters in diameter: 0.15 and 8%.
741.03.08. Same, over 10 centimeters in diameter: 0.15 and 8%.

Effective November 2, 1961:

515.01.02. Ceramic enamels (vitreous) with a base of metallic borosilicates, granulated, in flakes or in pellets, colorless or white: 0.80 and 15%.
515.01.03. Ceramic enamels (vitreous) with a base of metallic borosilicates, in powder, colorless or white, even if suspended in water: 0.80 and 15%.
515.01.04. Ceramic enamels (vitreous) with a base of metallic borosilicates, granulated, in flakes or in pellets, other than colorless or white: 0.80 and 15%.
515.01.05. Ceramic enamels (vitreous) with a base of metallic borosilicates, in powder, other than colorless or white, even if suspended in water: 0.80 and 15%.
(Classifications 515.01.00 and 01, covering ceramic enamels, both dutiable at 0.80 and 15%, have been canceled.)
593.99.87. Mixtures, preparations, and products of organic, mineral, or organometallic origin, not specified, proved to be intended for use in the metallic products industry, except ceramic enamels, 0.30 per legal kilogram and 8% (0.50 and 10%).
593.99.89. Mixtures, preparations, and products of organic, mineral, or organometallic origin, not specified, proved to be intended for use in the ceramic and glass industry, except ceramic enamels: 0.30 per legal kilogram and 8% (0.50 and 10%).

Effective November 7, 1961:

260.06.06. Perlite (silicious volcanic glass) in natural state, calcined, ground, or screened: 0.15 and 30%.

—Diario Oficial, October 27, 28; November 1, 1961.

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Brazil's Crude Manufactured Abrasive Production Climbs

SAO PAULO.—Brazilian producers of crude manufactured abrasives may need to double their present production capacity in the next 5 years to keep pace with the rising demand for this essential commodity.

Production of fused aluminum oxide increased steadily from 3,000 metric tons in 1957 to 6,950 tons in 1960. Output of silicon carbide, first manufactured in Brazil early in 1959, rose from 920 metric tons in that year to 1,100 tons in 1960.

More than 90% of the aluminum oxide manufactured in Brazil is consumed there and the remainder is exported. All domestically produced silicon carbide is used in Brazil.

Most Brazilian aluminum oxide is of 88 and 96% purity in grit sizes ranging from 8 to 320, although some 400 and 500 grit sizes have been produced. Relatively small tonnages of white aluminum oxide also have been manufactured. Black silicon carbide is produced in grit sizes ranging from 6 to 240.

Coated and bonded abrasive products and refractories are the principal applications for crude manufactured abrasives in Brazil. A relatively new and growing application is in combination with concrete in the construction industry as nonskid and reinforcing agents.

Imports Up

Imports of crude manufactured abrasives are comprised primarily of grades and grit sizes not produced in Brazil—principally the finer grit sizes of both aluminum oxide (regular) and silicon carbide, white aluminum oxide, and green silicon carbide. Imports of aluminum oxide totaled 130 metric tons in 1957, valued at $112,251; in 1958, 143 metric tons valued at $60,771; and in 1959, 237 metric tons valued at $86,686. The major suppliers are the United States, West Germany, France, Japan, and the United Kingdom.

Imports of silicon carbide were relatively steady during 1957-59, despite the advent of Brazilian material on the market in 1959. In 1957, 467 metric tons, valued at $199,781, were imported; 485 metric tons, $214,313, in 1958; and 460 metric tons, $221,850, in 1959. Principal suppliers include Norway, the United States, West Germany, France, Japan, and Sweden.

Brazilian exports of aluminum oxide rose from 222 metric tons, valued at $60,000, in 1957 to 491 tons, $114,176, in 1958, but declined in 1959 to 358 tons, $77,108. The principal market for this material is Argentina. Occasionally, small quantities are shipped to Paraguay, and to Uruguay, which is expected to become an increasingly important market.—U.S. Consulate General.

U.S. exports to Brazil of fused aluminum oxide dropped from 123 short tons, valued at $37,097, in 1959 to 65 tons valued at $24,966 in 1960, according to U.S. Bureau of the Census figures. Exports of silicon carbide from this country in the same period doubled in quantity, amounting to 98 tons valued at $52,870 in 1959, and 198 tons valued at $94,680 in 1960.

Steel Mill Product Trade of U.S. Rises

U.S. exports and imports of steel mill products rose substantially in October, each recording a 25% rise in tonnage over September. October exports of 208,000 net tons were 43,000 tons over those for September—the highest since November 1960. Imports, resuming their upward trend, totaled 335,000 tons, the highest since the strike-influenced month of March 1960.

Increased sales of semifinished steel to Pakistan and rails to Liberia, financed by U.S. Government aid, accounted for most of the export rise. Total exports for the first 10 months were only 1.6 million tons, or 2.9% of total shipments of all types of steel mill products by American mills, according to the American Iron & Steel Institute. In the comparable period of 1960, sales abroad were 1 million tons higher, and accounted for 4.1% of shipments.

The October import trade was 66,000 tons above September and 155,000 tons more than October 1960. Increased purchases of semifinished steel, wire rods, structural shapes, concrete reinforcing bars, and steel pipe accounted for the rise.

Imports of semifinished steel, which have been increasing since June, totaled 34,000 tons. This trade is in steel slabs, according to reports, which are rolled into sheets and formed into automobile fenders and the like in the United States and reexported to Canada. The rise in imports of other products can be attributed to increased availability of steel for export from Western Europe and Japan as a result of added capacity and a slow-down in local demand, cuts in foreign export prices, and some increase in steel demand in the United States.

Total imports for the first 10 months totaled 2.5 million tons and were equal to 4.5% of the total new supply of all steel products available in the United States in this period. For the 1960 period, these figures were 2.9 million tons equal to 4.7% of supply.

Australian Hide, Skin Production Diminished

CANBERRA.—Australian cattlehide production dropped to a total of 2.9 million pieces in 1960-61 compared to 3.4 million pieces in 1959-60. Calfskin production, meanwhile, dipped from 1.5 million pieces to 1.4 million. Sheep and lamb skin output in 1960-61, however, was at about the same rate as in the previous year—32 million skins.

The diminished production caused a significant drop in the exportable surplus of hides and skins, although ovine skin exports were high. (Annual domestic consumption amounts to from 2-2.5 million cattlehides; 800,000-1 million calfskins, and 2.8 million sheep and lamb skins.)

Exports in Mixed Trend

Exports of wet salted cattlehides dropped from 60 million lb. in 1958-59 to 40.8 million lb. in 1959-60 and further to 31 million lb. in 1960-61. Shipments of dry salted cattlehides fell from 12.7 million lb. in 1958-59 to 5.6 million lb. in 1960-61.

Japan is the major market for Australian cattlehide exports and purchased 22.3 million lb. of wet salted and over 3 million lb. of dry salted cattlehides during 1960-61. Italy remained an important market for dry salted cattlehides, while substantial quantities of wet salted hides went to West Germany, the Netherlands, and Sweden. Exports of wet salted hides to Communist China, although still comparatively small, are becoming important. They rose from 143,570 lb. in 1959-60 to 739,307 lb. in 1960-61.

Calfskin exports, totaling 3.5 million lb. in 1960-61, were largely directed to Italy, Japan, the United Kingdom, the Netherlands, and the United States.

Japan took practically the entire exportable surplus of kips available in 1960-61, accounting for 3.5 million lb. out of total exports of 3.7 million lb.

Sheep and lamb skin exports in 1960-61 were at record levels. Total exports of lamb with wool on amounted to 45.8 million lb. Sheep skins exported with wool on totaled 120 million lb. and exports of shearlings amounted to 10 million lb. France is the major purchaser.

The United States follows New Zealand and Argentina as chief suppliers of Australian bovine hide and skin imports. In 1960-61, New Zealand supplied 7.9 million pounds, Argentina 1.4 million pounds, and the United States 1.3 million pounds.—U.S. Embassy.

U.S. exports of soybeans, edible oils, and oilseed in October 1961 reached a near-record volume, according to the Foreign Agricultural Service.

Japanese Electronic Exports to U.S. Up

TOKYO.—Japanese exports of electronic products to the United States totaled $42.2 million in the first half of 1961, compared with $38.7 million in the first half of 1960. The 9% increase was in sharp contrast to the 75% gain registered by the Jan.-June 1960 total over the comparable 1959 total of $22.1 million.

The halt in the growth rate reflected the decline in exports of radios with 3 or more transistors—from $25,440,000 in Jan.-June 1960 to $16,196,000 for Jan.-June 1961. This decline may be attributable, at least in part, to export quotas established by Japan in July 1960 (FCW, 8/1/60, p. 38).

Exports of speakers to the U.S. in the first half of 1961 declined 15% in value, but increased 57% in number over those in the first half of 1960.

Japanese shipments of transistors to the United States in Jan.-June 1961 doubled in value, but increased nearly fourfold in number over the corresponding period of 1960.

Exports of receiving tubes to the United States totaled 7,050,000 units valued at $1,938,000 in the first half of 1961, compared with 6,829,000 units valued at $1,833,000 in the first half of 1960.

Radio Shipments Climb

Exports of tube-type radios jumped 176% from $1,938,000 to $5,349,000; radios with less than 3 transistors, from $2,418,000 to $4,886,000, up 102%; sound recorders and reproducers, from $1,429,000 to $4,747,000, up 232%; and radio-phonographs, from $286,000 to $845,000, up 195%.

Shipments to the United States accounted for 42% of the total value of Japanese electronic exports in the first 6 months of 1961, compared with 50% in the first 6 months of both 1959 and 1960. Japan's exports of electronic products to all countries totaled $100.8 million in the first half of 1961, a 30% increase over the $77.7 million in the first half of 1960.—U.S. Embassy.

Forecast for Bahrain Pearl Harvest Appears Optimistic

DHAHRAN.—Optimism prevails in the Arab sheikhdom of Bahrain, in the Persian Gulf, that the 1961 pearling season, ended in mid-October, will exceed last year's pearl harvest valued at $210,000. The most productive pearling beds proved to be in the Mayana area, a 7-hour sail from Bahrain.

Most of Bahrain's pearls are polished and drilled in India before being made up into jewelry for world markets.

Eleven boats with a crew of 450 divers, made up Bahrain's pearling fleet this year. This is in contrast to the 1,800 boats active 30 years ago when the pearling industry was the mainstay of the economy. The 450 divers employed were less than 1% of Bahrain's work force.

Pearling is important in Bahrain since the island's yearly import requirements total around $60 million. The estimated annual oil revenues reach $40 million.—U.S. Consulate General.

Irish Plant To Produce Nitrogenous Fertilizer

DUBLIN.—The Government of Ireland will establish a state entity, Nitrigen Eireann, Teo. (Irish Nitrogen, Ltd.) to make nitrogenous fertilizers.

The company will be capitalized at $16.8-$22.4 million and plans to produce 100,000 long tons of ammonium sulfate and ammonium nitrate annually. Some domestic materials will be used, including pyrites from the copper mine at Avoca and fuel oil from a refinery near Cork.

Sales will be primarily to the domestic market as fertilizers are being used increasingly to improve grasslands.—U.S. Embassy.

U.S. Exports of Electric Heat-Treating Furnaces Up

U.S. exports of electric heat-treating furnaces rose 29% for the first 9 months of 1961, compared with the same period in 1960, according to U.S. Bureau of the Census figures. Total exports through September were valued at $4,500,085 compared to $3,183,743 in the first three quarters of 1960.

Japan, the leading importer, purchased a value of $1.6 million in 1960 and $1.9 million in the first 9 months of 1961. Other leading importing countries in 1960 were Turkey, Brazil, India, and Canada. Major importing countries through the third quarter of 1961 include Canada, Brazil, Argentina, United Kingdom, and West Germany, in addition to Japan.

The increased exports of electric heat-treating furnaces indicate the extent to which the industrial heating equipment industry is penetrating world markets, both in developed and underdeveloped countries.

Reports in the Commodity News department generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions, based on dispatches from U.S. Foreign Service posts and departmental research.

Paraguayan Medical Supply Market Led by U.S. Sales

ASUNCION.—U.S. exports of dental, surgical, and hospital equipment and supplies to Paraguay rose to $89,000 for 1960, up sharply from $29,000 in 1959, according to U.S. Bureau of the Census data. For the first 6 months of 1961, U.S. exports were $21,000, 30% below the comparable 1960 period, but still above the 1959 rate.

The United States is the leading supplier of the Paraguayan medical equipment market, accounting for slightly better than 50% of the imports according to official Paraguayan statistics. Germany is our closest competitor, with one-third of the import market, followed by Japan with less than 10%. American exports have been concentrated in surgical and medical instruments and apparatus.

Current plans under the Alliance for Progress program may bring greater imports into Paraguay for health and rural programs of national scope.

Domestic Manufacture Limited

Price is of primary importance in Paraguay where few manufacturing facilities exist for medical items and almost everything must be imported. Notwithstanding the lower prices and more extended payment terms offered by Japanese and West German firms, U.S. medical products are preferred, partly because of the American training of many Paraguayan doctors and specialists.

Paraguay has started to produce gauze, bandages, artificial teeth, and some metallic furniture for hospital and dental usage. Gauzes and bandages are made of cotton cloth processed from Paraguayan cotton. Plaster is mainly imported from West Germany and combined with domestic gauze for plaster bandages. Artificial teeth, 36,000 sets, are made from acrylic resin imported from the United States. Metallic furniture is made from imported materials and assembled.

Production facilities are 100% Paraguayan owned and are concentrated in Asuncion. Product distribution is through the large Asuncion pharmacies which have the exclusive right of sale. Imported medical items are distributed by a combination of importer-wholesaler-retailer or by large and long-established pharmacies which import directly. Users or the rare retailers from the interior come to Asuncion for purchases.

Service facilities are limited and the more complicated items are sent to Brazil or Argentina.—U.S. Embassy.

U.S. imports of variety meats in January-October 1961 were 7% below the like period of 1960, according to the Foreign Agricultural Service.

Watch Bracelet Imports Of United States Down

U.S. imports of watch bracelets declined 2.9% in quantity and 14.7% in value for the first 9 months of 1961, compared to the 1960 period. The 1961 imports totaled 1,004,502 dozen, valued at $1,544,574, compared to 1,034,823 dozen, valued at $1,812,304, for the Jan.-Sept. 1960 period, according to U.S. Bureau of the Census figures.

About 99.4% of the total quantity and 95.7% of the total value were in the under $5 a dozen category. These imports dipped 1.9% in quantity and 9.3% in value in Jan.-Sept. 1961 from the same period of 1960 and totaled 998,684 dozen valued at $1.5 million.

The majority of watch bracelets imported in this classification, 71.9%, came from Japan at an average value of 64¢ a dozen. The 1961 imports decreased 5.4% in quantity and 10.3% in value from 1960, and totaled 718,338 dozen valued at $1.1 million. Imports from Hong Kong, the second principal supplier, increased.

Watch bracelets valued over $5 a dozen, for the first 9 months of 1961, decreased 65% in quantity and 63.8% in value from the comparable 1960 period. In the 1961 period, imports totaled 5,818 dozen valued at $65,332, compared to 16,645 dozen valued at $180,892 for 1960.

West Germany, the primary supplier of this type of watch bracelet, furnished 2,204 dozen valued at $21,927 in the first 9 months 1961 compared to 5,839 dozen valued at $56,769 for the same period 1960. Imports from Switzerland, second principal supplier in the 1961 period, decreased 69.6% in quantity and 53.5% in value for a total of 1,157 dozen valued at $20,751. The average price of Swiss watch bracelets also decreased, from $8.53 a dozen in 1960 to $5.57.

Merger of Two Rhodesian Copper Concerns Planned

Two major copper companies, with substantial properties in the copperbelt region of Northern Rhodesia, plan to merge upon approval of their stockholders. The two companies are Rhodesian Selection Trust, Ltd., and Roan Antelope Copper Mines.

The two companies are now affiliated, share top management, and have American Metal Climax Inc., a U.S. copper producer, as their largest single stockholder.

The Mufulira Copper Mines, Ltd., more than 60% of which is owned by RST, has large ore reserves and will be in a position to continue a major expansion program. After the merger, Roan Antelope will continue operations as a division under RST.

Roan Antelope produced about 92,000 short tons of copper, while Mufulira turned out about 113,000 tons in the year ending June 30, 1961. The current Mufulira expansion program will increase its capacity to about 168,000 tons.

High U.S. Imports of Dolls Offset Drop in Toys, Games

U.S. imports of toys, dolls, and games showed a small gain of 0.6% in the first 9 months of 1961 over the corresponding period of 1960. The gain resulted from a 50.1% increase in imports of dolls and doll parts, offsetting a decline in imports of toys and games. Total imports of toys, dolls, and games in the Jan.-Sept. 1961 period totaled $32,032,407, compared with the 1960 figure of $31,828,931, according to U.S. Bureau of the Census figures.

Japan continued as the principal supplier of toys, dolls, and games with shipments valued at $23,342,124, compared with $24,139,720 for the first 9 months 1960. Imports from Hong Kong rose 45.3% to $3,617,487, from the 1960 figure of $2,489,530. Imports from the third largest supplier, West Germany, dipped 0.8% from the 1960 figures as 1961 imports totaled $2,346,530.

Imports of dolls and doll parts, representing 20% of total imports, rose from $4,256,450 for the first 9 months 1960 to $6,390,264 for the 1961 period.

All other toy and game import categories declined. A 25% decrease occurred in stuffed toy animals which for the January-September 1961 period totaled $1,795,514 compared to $2,393,050 for the same period of 1960.

Metal and mechanical toy imports, amounting to $12,811,317 for the first 9 months 1961, were 8.6% below the $14,024,189 imported in 1960.

MARKET INDICATORS FOR EUROPE

Latest basic statistics from international sources on population, production, expenditures, trade, finance, for each of 20 countries.

World Trade Information Service report, part 3, No. 61-24. Published July 1961 and for sale by U.S. Department of Commerce Field Offices and the Superintendent of Documents, Government Printing Office, Washington 25, D.C.

16 pages **20 cents**

American Aluminum Imports in Upturn

October imports of crude, scrap, and semifabricated aluminum were higher than September imports and the 10-month imports exceeded those of last year.

Imports of crude aluminum totaled 45.5 million pounds in October. Of this amount, 22.1 million pounds came from Canada, 12.4 million pounds from Norway, and 11.0 million pounds from France. Thus far in 1961 crude imports total 322 million pounds, compared to 258 million pounds in 1960, according to U.S. Bureau of the Census figures.

October imports of aluminum scrap came to 1.08 million pounds. Canada shipped 1.05 million pounds of this metal. Scrap imports are also running ahead of last year—9.2 million pounds compared with 8.9 million pounds.

Semifabricated shapes, lead by plate, sheet, rod, and bar, are being imported in greater quantities this year than last. In 10 months of 1960 the United States imported 69.4 million pounds of semifabricated shapes. So far in 1961 we have imported 87.5 million pounds. The major increase occurred in sheet and plate, 58.7 million pounds in 1961 compared with 42.7 in 1960, and rod and bar where 13.2 million pounds have been imported in 1961 compared with 10.6 million pounds in 1960.

Belgium is the major supplier of sheet and plate, followed by France, Canada, and the United Kingdom. In rod and bar, Canada is the major supplier.

Exports of Plastics Materials To Hong Kong From U.S. Up

HONG KONG.—The United States holds a large share of the Hong Kong market for some plastics materials.

U.S. exports of polyethylene molding compounds to Hong Kong increased in quantity from 16.98 million pounds in the first 9 months of 1960 to 19.85 million in the 1961 period. Meanwhile, the value of shipments decreased in value from $5.17 million in the 1960 period to $4.39 million in 1961. The United States had 45.6% of the market by value and 46.3% by quantity in the 1961 months, compared with 48.1% and 48.7%, respectively, in the 1960 period.

U.S. exports of polystyrene and styrene copolymers rose to a total of 8.86 million pounds valued at $1.93 million in the 9 months of 1961, 34.9% and 35.7%, respectively, of the market, compared with 5.9 million pounds valued at $1.34 million in the 1960 period, 34.9% and 33.6% of the market.—U.S. Consulate General.

Opportunities . . .

(Continued from page 47)

South Africa

Ball bearings, all types. Indenta (manufacturer's agent), 862 Broadway Industries Centre, Heerengracht, Foreshore, Cape Town. WTD 12/1/61.

358 Service Industry Machines

Italy

Air-conditioners for buses, coaches, trains, ships. Oscar Malvisi (importing distributor), Via Ghilberti 18, Milan. WTD 12/12/61.

Pakistan

Air-conditioning equipment and **dehumidifiers.** Mahomed Ebrahim & Co. (1953), Ltd. (importer, wholesaler, retailer), 500/14 Inverarity Rd., Karachi 3. WTD 7/27/60.

360 Electrical Machinery, Equipment, Supplies

Pakistan

Electrical machinery and equipment, such as generators, dynamos, a.c. & d.c. motors, accumulators, battery-charging sets, underground cables, welding cables, coaxial cables. Mahomed Ebrahim & Co. (1953), Ltd. (importer, wholesaler, retailer), 500/14 Inverarity Rd., Karachi 3. WTD 7/27/60.

Traffic safety equipment such as automotive analyzing and testing equipment, traffic lane markers, plastic paint for lanes, vehicle sirens, lights and signal wands, and similar items for traffic safety. Alison, Son & Co. (1949), Ltd. (importing distributor, manufacturer's agent), 44/B SMCHS, P.O. Box 102, (GPO), Karachi. WTD 11/20/61.

A.C.S.R. conductors; telephone and telegraph underground cables; powerplants; transformers, current & power both, 5 to 3,000 kv.-a.; **generating sets,** diesel and motor-driven, 5,000 watts to 2,000 kv.-a.; **electrical goods** and **accessories** such as power switches, sockets, overhead wiring accessories. Central Electric Works (importing distributor, manufacturer's agent), P.O. Box 7126, Parr St., Saddar, Karachi. WTD 4/7/60.

Copper wires, conductors, cables and **wires, insulators;** steel cored **aluminum conductors,** all **aluminum conductors** and **accessories; transmission towers, tubular poles, transmission line accessories; generating sets, electric motors, transformers, generators,** and **switch gear equipment.** Messrs. Tijarat Agencies (manufacturer, manufacturer's agent), 628 Muhammadi House, McLeod Rd., Karachi. WTD 6/27/60.

362 Electrical Industrial Apparatus

France

Welding equipment. Exclusive agency with financial responsibility. Univacier, S.A. (importer, manufacturer), 44 bis avenue Jean Jaures, Pantin (Seine). WTD 2/6/61.

363 Household Appliances

Germany

Modern patented **kitchen equipment,** electric and nonelectric. Herbert Pleines (manufacturer's agent), Rodig Allee 180, Hamburg-Wandsbek. WTD 11/13/61.

371 Motor Vehicles, Motor Vehicle Equipment

Germany

Spare parts and **accessories** for U.S.-made passenger cars and trucks. Fahrzeugbedarf GmbH (manufacturer's agent), Roemerring 8-11, Hildesheim. WTD 12/15/61.

Pakistan

Fire-fighting equipment. Mahomed Ebrahim & Co. (1953), Ltd. (importer, wholesaler, retailer), 500/14 Inverarity Rd., Karachi 3. WTD 7/27/60.

Trucks, fire-fighting equipment. Messrs. Tijarat Agencies (manufacturer, manufacturer's agent), 628 Muhammadi House, McLeod Rd., Karachi. WTD 6/27/60.

Philippines

Automotive replacement parts. Cadwallader Pacific Co. (importing distributor, manufacturer), 1140 Perez, P.O. Box 285, Manila. WTD 7/12/61.

Thailand

Lift vans, household shipment vans, all kinds for freight forwarding. Hua Hin Furniture & Transpack, Ltd. Partnership (broker, packer, forwarding agent), 642-4 Sukumvit Rd., Bangkok. WTD 9/8/61.

372 Aircraft, Parts

Belgium

Aircraft parts: hardware AN MS NAS; **rubber sheets and extrusions; aluminum sheets and extrusions; electronic tubes; steel alloys; bearings; electrical wires; O rings; rivets.** Crisco, S.P.R.L. (exporter, importer, 27 rue de Corbeau, Trazegnies. WTD 9/24/59.

373 Ship, Boat Building, Repairing

Pakistan

Ships, coasters, fishing crafts, nylon twine, nets, and ropes, coir ropes, and floats. Messrs. Tijarat Agencies (manufacturer, manufacturer's agent), 628 Muhammadi House, McLeod Rd., Karachi. WTD 6/27/60.

374 Railroad Equipment

Pakistan

Diesel locomotives, narrow gage. Mahomed Ebrahim & Co. (1953), Ltd. (importer, wholesaler, retailer), 500/14 Inverarity Rd., Karachi 3. WTD 7/27/60.

Carriages, wagons, locomotives, railway track material, railway rolling stock parts and components. Messrs. Tijarat Agencies (manufacturer, manufacturer's agent), 628 Muhammadi House, McLeod Rd., Karachi. WTD 6/27/60.

381 Engineering, Laboratory, Scientific, Research Instruments

Pakistan

Laboratory equipment. Mahomed Ebrahim & Co. (1953), Ltd. (importer, wholesaler, retailer), 500/14 Inverarity Rd., Karachi 3. WTD 7/27/60.

384 Surgical, Medical, Dental Instruments, Supplies

Germany

Medical supplies, hospital supplies, stretchers for ambulances, **equipment** for first aid requirements. Metaba Sanitaetsgeraete, Albert Voegtle & Co. (manufacturer, importer, exporter, wholesaler), 19-21 Zeppelinstr., Eislingen/Fils. WTD 12/4/61.

Norway

Disposable **medical syringes.** E. B. Lexow & Son (manufacturer's agent), Bekkelagskaia 2, Oslo. WTD 12/5/61.

394 Toys, Amusements, Sporting Goods

Southern Rhodesia

Toys. Coombe & Bicknell (Pvt.), Ltd. (manufacturer's representative), P.O. Box 1782, Salisbury. WTD 4/18/55.

395 Pens, Pencils, Other Office, Artists' Materials

Italy

Artists' colors. R. & E. Bertani (manufacturer), Via Leonardo da Vinci 39/41, Abbiategrasso (Milan). WTD 12/13/61.

396 Costume Jewelry, Costume Novelties, Buttons, Miscellaneous Notions

Italy

Costume jewelry, particularly cuff links, compacts, and toilet articles. Agency for Italy or part thereof. Ruggero Ascarelli (sales agent, manufacturer's representative), Via Federico Cesi 44, Rome. WTD 11/21/60.

399 Miscellaneous Manufacturing Industry Products

Southern Rhodesia

Novelty goods. D. Erwin (manufacturer's agent), Grindlays Bank Bldg., C Ave./Main St., Umtali. WTD 12/13/61.

509 Miscellaneous Wholesale Goods

South Africa

Textile raw material wastes for reworking. A. Berrandt (manufacturer's agent), Barclays Bank Chambers, Plein St., P.O. Box 3674, Cape Town. WTD 12/1/61.

630 Insurance Carriers

Libya

U.S. firm dealing in **general insurance** requested to act as his agent. Figli Ibrahim Miscerghi (importer, agent, commission merchant), 16 Rafie St., Tripoli. WTD 1/13/61.

Illegal Transshipments To Cuba Uncovered

A California import-export company, a Texas businessman, and 16 other persons and firms have been temporarily barred from all U.S. export transactions in connection with illegal transshipments of U.S. aircraft, marine, and automotive equipment to Cuba via Mexico, the Bureau of International Programs has announced.

The Bureau's actions were taken on the basis of evidence leading it to believe the firms and their officials ordered U.S. products ostensibly for shipment to Mexico as a final destination, but actually for transshipment to Cuba instead. The three denial orders, covering three unrelated series of transactions, are effective December 19, and will be in force for 90 days. They may be extended.

The Bureau said its investigations to date showed the companies' shipments were valued cumulatively at more than $300,000, but that over $45,000 worth of equipment has been halted in Mexico or returned to the United States.

The American firm is EMDA Import & Export Co., Inc., 10434 Burbank Boulevard, North Hollywood, Calif. Its owner, a Mexican citizen, is Victor Hernandez Rodriguez. The Texas businessman is Lorenzo L. Saunders, 1720 Montrose Drive, Tyler, Texas. He is Vice President of Transcontinental, S.A., of Mexico City, one of the suspended companies.

The order against Hernandez also names another of his firms, Aero Distribuidora, S.A., Mexico City, with branches in Torreon, Sinaloa, and Los Mochis, Mexico; and Dr. Ramon Alvarez Gutierrez and his firm, Refaccion y Accesorios, S.A., Mexico City.

The Bureau charged that Hernandez and his companies "have been supplying Alvarez with substantial quantities of U.S. aircraft parts and equipment, knowing that Alvarez was engaged in disposing of them for transshipment to Cuba."

A second order names another Mexico City company, Transcontinental, S.A., Saunders, and these other officials: Ramon Cortes Buenrostro, Francisco Ibanez Garcia, Antonio R. Mortera Sandoval, and Ignacio Hernandez Garcia, all of Mexico City. Another Mexico City firm, Cia. Impulsora Mexicana, S.A., believed to be acting as a front for Transcontinental, was also identified, along with two of its officials, Roberto Nunez Hernandez, and Gustavo Lopez Ramirez.

"This group was separately engaged in purchasing large quantities of U.S. automotive, truck and farm implement parts and equipment for export to Mexico, and then to Cuba," the Bureau said. "Some shipments were stopped before they could leave Mexico."

The third order covers another Mexico City firm, MIMSA (Materiales Industriales Maquinaria, S.A.), its owner, Sergio Chavez, an associate, Francisco Femenias Lores, and J. Carlos Escobedo y Lazalda. "This group bought two marine diesel engines and parts in the United States, representing to the U.S. supplier that the Mexican Government was the customer. The engines actually were intended for Cuba, but their transshipment from Mexico was prevented," BIP declared. It noted there has been "great effort on the part of the Castro regime to attempt to obtain U.S. parts and equipment of these and many other types in the face of the U.S. embargo."

The Bureau said it is asking U.S. manufacturers and suppliers of those types of goods which Cuba has purchased in the past to question their potential customers concerning the final destination of goods for export, and to inform the Commerce Department or its Field Offices of any doubtful transactions.

BIP warned that "prompt action in the form of denial orders will be issued against persons in the United States or abroad upon evidence they have participated in the illegal Cuban trade."

The orders deny the named companies and individuals, and any parties related to them, all export privileges involving commodities or technical data of U.S. origin, and state that it is in the public interest to prohibit them from further participation in U.S. export transactions during the investigation.

The orders also declare that any person or firm in the United States or abroad which deals with the denied parties in U.S. export transactions, or acts in any way on their behalf, will also be in violation of the Export Control Law.

Reports Released on Ceramic Mosaic Tile, Ball Gloves

The U.S. Tariff Commission has released two reports to the President supplying information additional to that given in the previous reports, as follows: (1) Escape-clause investigation No. 7-100 concerning ceramic mosaic tile; and (2) escape-clause investigation No. 7-97 concerning baseball and soft-ball gloves, including mitts.

Both reports were released in the latter half of December and were prepared in response to the President's letter to the Commission on June 29, 1961.

Copies of the Commission's reports are available upon request as long as the limited supply lasts. Address requests to the U.S. Tariff Commission, 8th and E Streets NW., Washington 25, D.C.

Bar Austrian, Swedish Firms From U.S. Exports

Two firms, one in Austria and the other in Sweden, have been barred indefinitely from all U.S. export transactions for refusing to answer questions concerning their disposition of U.S.-made electronic equipment, the Bureau of International Programs, U.S. Department of Commerce, has announced.

The Bureau's two denial orders cover two unrelated transactions involving electronic equipment totaling $5,000. One of the instruments, a $2,000 oscilloscope, was licensed for export to Sweden only; the others were licensed only for use in Western Europe. The Bureau's Investigations Staff has reason to believe that all of the instruments were reshipped to unauthorized destinations—probably the Soviet bloc.

One order, effective December 26, was issued against Tore Hesselgren and his firm, Hesselgren Instrument, an electronics consulting and manufacturing company of Stockholm, Sweden. The other named Allkor Industrie und Kommerz Import-Export-Buero of Vienna, Austria, and its director, Rudolf Rohl. It was effective December 27.

The Bureau said the orders were issued to protect the public interest and to achieve effective enforcement of the Export Control Act. They will remain in effect until the firms and their officials furnish adequate replies to the Bureau's formal interrogatories, delivered in lieu of subpoenas which could not be served on the foreign firms.

Under the terms of the orders, the named persons and firms, and any other persons or firms with which they may be associated in the conduct of trade, are prohibited from receiving, disposing of, forwarding, financing or otherwise participating in U.S. exports, either directly or indirectly. The orders further state that no other person or firm may perform any transaction on their behalf involving U.S. goods or technical data.

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Published in 1961. Available from U.S. Department of Commerce Field Offices, or from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Export Promotion Calendar

Star (★) indicates U.S. Department of Commerce exhibit participation.

January 1962

8-12.—Automotive Engineering Congress and Exposition, Cobo Hall, Detroit, Mich. Sponsor: Society of Automotive Engineers.★

9.—Bimonthly dinner meeting, Springfield Export Sales Managers Club, Storrowtown Tavern, West Springfield, Mass.

10.—Monthly meeting, Minnesota World Trade Association, Normandy Hotel, Minneapolis, Minn. Speaker: Paul Wishart, Chairman of the Board, Minneapolis Honeywell Regulator Co.

10-12.—Annual trade show, Agricultural Ammonia Institute, Sheraton-Jefferson Hotel, St. Louis, Mo.★

11.—Monthly dinner meeting, International Trade Association of New England, Inc. Topic for discussion: Ex-Im Bank's Short Term Export Credit Guarantee Program. University Club, Boston, Mass.

11.—Luncheon meeting, International Trade Club of Chicago, LaSalle Hotel, Chicago, Ill. Subject: Export Expansion and the Art of Selling.

11.—Industrial Development Foundation, Business Advisory Group, Greensboro, N.C. Commerce speaker: L. Edward Scriven, Bureau of International Business Operations.

12.—Wisconsin Chamber of Commerce Executives Forum, Eau Claire, Wis. Commerce speaker: Anthony J. Buchar, Chicago Field Office.

14.—Industrial Development Foundation meeting, Business Advisory Group, Greensboro Country Club, Greensboro, N.C. Commerce speaker: L. Edward Scriven, Bureau of International Business Operations.

15.—Export Clinic and dinner meeting, Sheraton Hotel, Worcester, Mass. Sponsor: Worcester Area Chamber of Commerce. Commerce speaker: Henry J. Dempsey, Bureau of International Business Operations.

15-19.—National Housewares Manufacturers Exposition, McCormick Place, Chicago. Sponsor: National Housewares Manufacturers Assn.★

17.—Business Counseling Conference, Kansas City, Mo. Sponsors: Small Business Administration, U.S. Department of Commerce. Commerce speaker: Henry J. Dempsey, Bureau of International Business Operations.

17.—Lancaster Executives Club meeting, Lancaster, Pa. Commerce speaker: E. E. Schnellbacher, Bureau of International Business Operations.

17.—Businessmen's conference with U.S. Trade Missions to Peru-Ecuador, and Chile. Hotel DuPont Plaza, Miami, Fla. Speaker. W. Michael Blumenthal, Deputy Assistant Secretary of State for Economic Affairs.

19.—Foreign Trade workshop and seminar, Armstrong College of Savannah, Savannah, Ga. Speaker: E. E. Schnellbacher, Bureau of International Business Operations. Sponsor: Armstrong College of Savannah.

19.—Regional meeting, Canvas Products Association International, Milwaukee, Wis.

19.—Businessmen's conference with U.S. Trade Mission to Chile. Sheraton Dallas Hotel, Dallas, Tex. Speaker: The Honorable Filipe Herrara, President, Inter-American Development Bank.

21-29.—Second Orientation to Brazil Program, Gould House, Ardsley-on-Hudson, N.Y. Sponsor: Office of Special Service to Business and Industry, New York University.

23.—Latin American Conference, Hartford College, West Hartford, Conn. Sponsors: Foreign Policy Association, Hartford County Manufacturers' Association. Commerce speaker: Claude W. Courand, Bureau of International Programs.

23.—World Trade Conference, Wichita, Kan.

23.—Monthly dinner meeting, World Trade Club of Greater Providence Chamber of Commerce, Metocomet Country Club, Providence, R.I.

23-24.—Second Duluth Institute on Foreign Trade, Hotel Duluth, Duluth, Minn. Sponsor: University of Minnesota. Commerce speaker: E. E. Schnellbacher (January 23), Bureau of International Business Operations.★

24-25.—Conference for corporation executives: Recent Developments in Latin America. Hotel Statler, Washington, D.C. Sponsor: School of Advanced International Studies, Johns Hopkins University.

26.—Annual convention, American Soap & Glycerine Producers, Inc., Waldorf-Astoria Hotel, New York, N.Y. Commerce speaker: L. Edward Scriven, Bureau of International Business Operations.

29.—National Businessmen's Week banquet, Sales Executives of Washington Club, Mayflower Hotel, Washington, D.C. Commerce speaker and Honorary Chairman: Luther H. Hodges, Secretary of Commerce.

30.—Businessmen's conference with U.S. Trade Missions to Nigeria and Pakistan. Emerson Hotel, Baltimore, Md.

February

1.—Businessmen's conference with U.S. Trade Missions to Nigeria and Pakistan. Sheraton Plaza Hotel, Boston, Mass.

7.—International Management Program session, International House, Boston, Mass. Sponsor: World Trade Center of New England.

8.—Monthly dinner meeting, International Trade Association of New England, Inc., University Club, Boston, Mass. Speaker: Francis X. Scafuro, vice president, Bank of America (International). Topic: Credit and Financing Machinery Needed for Growth of International Trade.

9-11.—Institute of American Poultry Industries Fact Finding Conference on International Trade Development. Municipal Auditorium, Kansas City, Mo.

11.—Foreign Trade Conference, Springfield, Mo.

13.—Businessmen's conference with U.S. Trade Mission to Peru-Ecuador. St. Louis, Mo.

14.—Export Clinic, Greenville, Miss. Sponsors: Louisiana-Mississippi Regional Export Expansion Committee; Memphis REEC; Delta Council; Port of Greenville; Greenville Chamber of Commerce. Commerce speaker: H. P. Van Blarcom, Bureau of International Business Operations.

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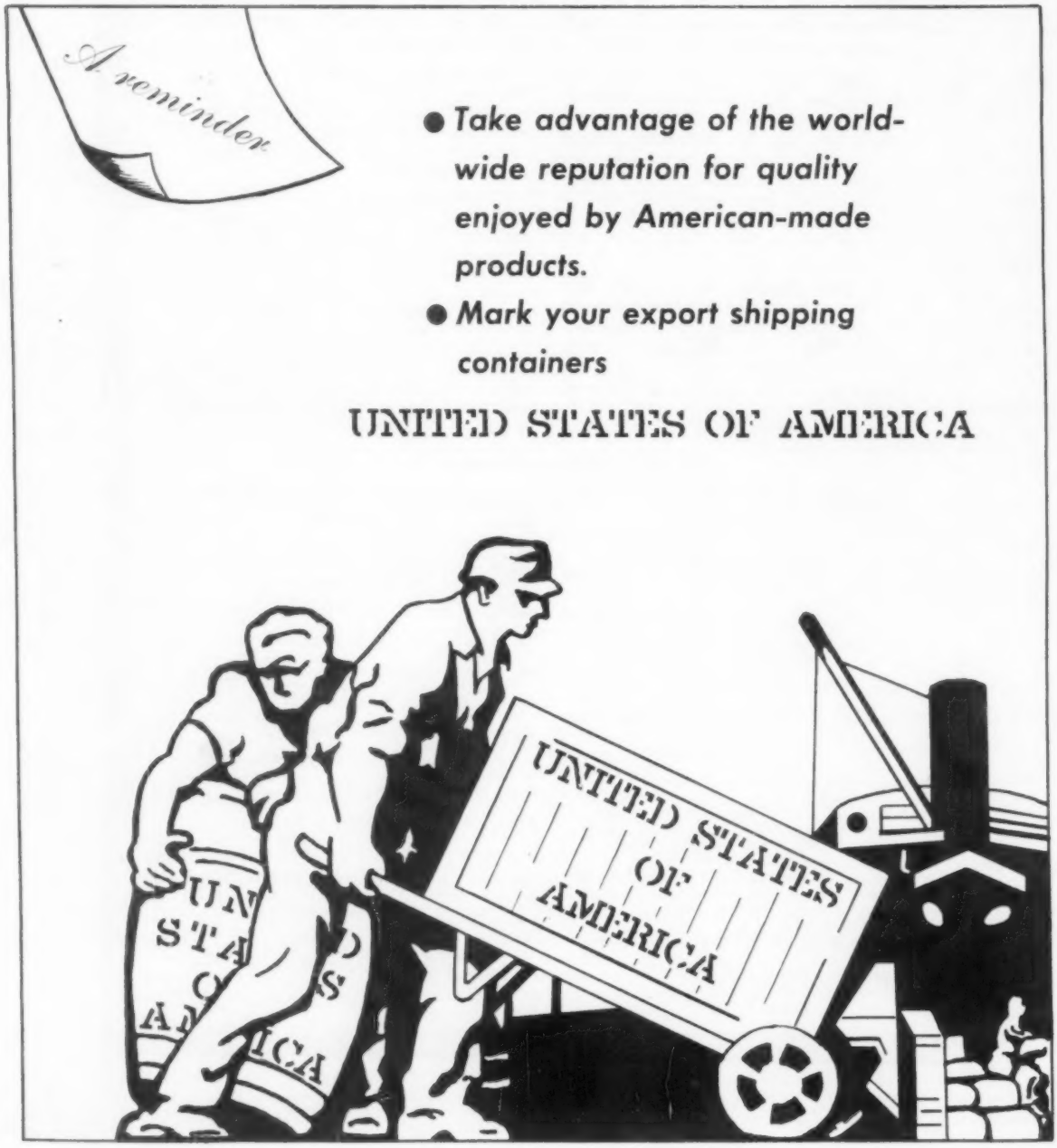
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